

Why Are Boiled Hams Poor Sellers This Summer?

Discussed  
on p. 23

Vol. 73

No. 7

THE

# NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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Established 1857

## Rohe & Brother

Pork and Beef Packers and Lard Refiners

Export Office  
344 Produce Exchange

Main Office  
NEW YORK 527 West 36th Street

Curers of the Celebrated  
"REGAL" Ham, Breakfast  
Bacon and Shoulder.

Manufacturers of the  
Famous Brand "PURITY" Lard.

Goods for Export and Home  
Trade in any Desired Package.

PACKING HOUSES:  
534 to 540 W. 37th St. 539 to 543 W. 39th St.  
547 to 549 W. 35th St.

## In Spices, too, the Best Is The Cheapest J. K. LAUDENSLAGER, Inc.

612-14-16 W. York St.

Philadelphia, Pa.

Importers SPICES Grinders

Butchers Mills Brand

40 years reputation among packers for quality

## Morris' Supreme Sausage Casings

THE supreme quality of Morris' Sausage Casings, due to careful selection and highly scientific processing, assures you of a clean, absolutely dependable casing—the goodness of which will be reflected in your products.

The great precaution exercised in the

sorting and grading of our casings eliminates practically all waste in their use, hence their economy.

To be sure of a good, uniform casing, meeting all the requirements of sausage manufacture, buy SUPREME.

Write for prices.

MORRIS & COMPANY

Branch of the North American Provision Co.

CHICAGO

## "NIAGARA BRAND"

Genuine Double Refined Saltpetre (Nitrate of Potash)

and

Double Refined Nitrate of Soda

BOTH COMPLYING WITH ALL THE REQUIREMENTS OF THE B. A. I.

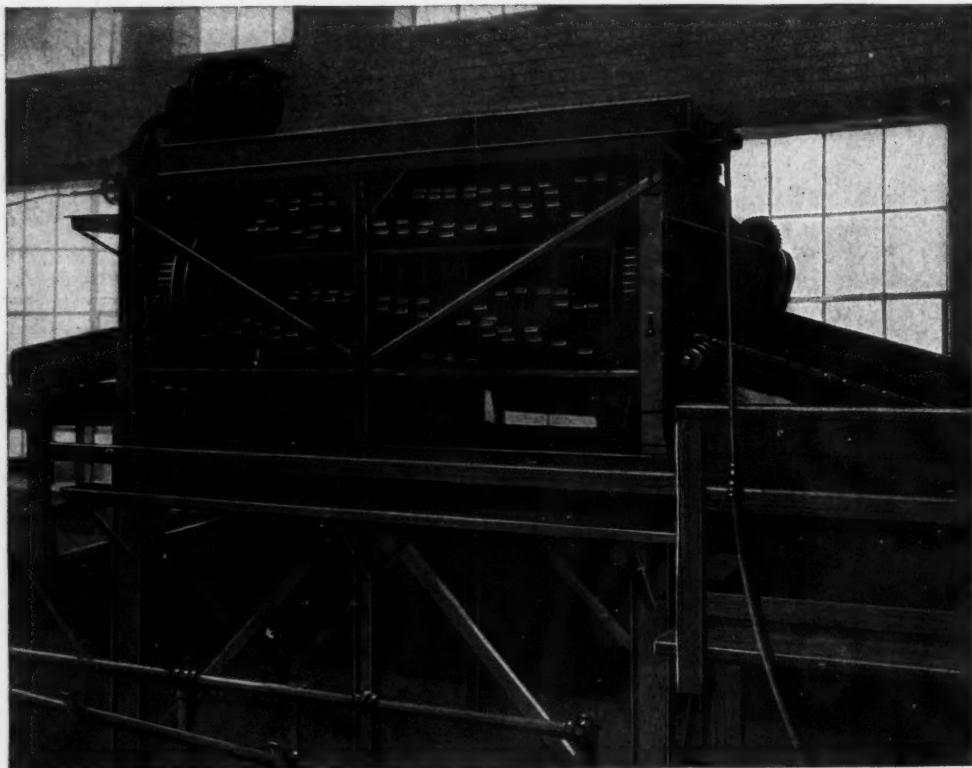
MANUFACTURED BY  
Established 1840

BATTELLE & RENWICK

80 MAIDEN LANE  
NEW YORK

Should Salesmen Make Collections? A Packers' Problem

Discussed on  
Sales Page 22



## The Triplex Hog Dehairing Machine

The above illustration shows a side view of the Triplex Hog Dehairing Machine with doors removed.

Built for economy of operation, efficiency and durability, the Triplex Machine represents the latest and most practical development in mechanical hog scrapers.

In the Triplex, the action and movement of the hog are different than in any other machine, inasmuch as Triplex construction and cleaning principles are totally different from those found in any other hog dehauling machine.

The output per hour is controlled by the rate at which hogs are fed into the machine.

Made in four sizes by the Brecht Company.

*Write for free illustrated booklet with detailed specifications and shipping data*

### THE BRECHT COMPANY

*Established 1853*

1201 Cass Ave.—St. Louis

#### *Branch Offices*

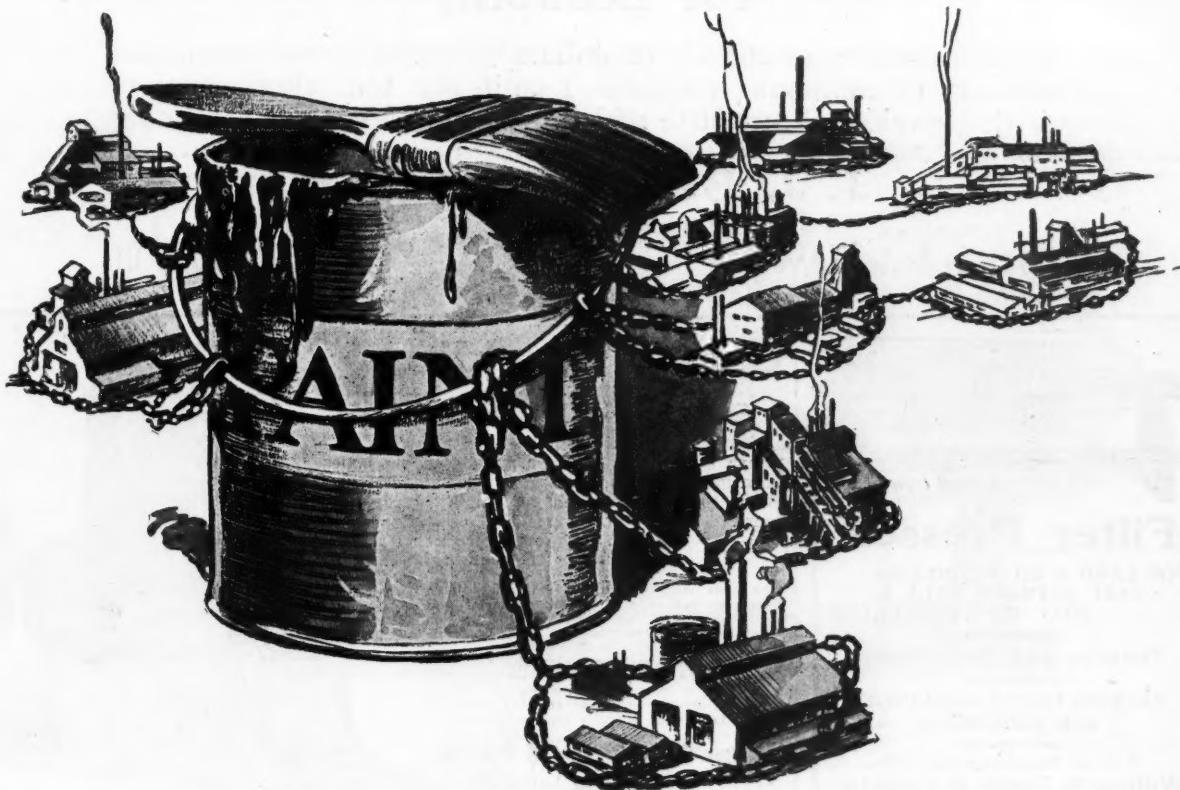
New York Kansas City Chicago Philadelphia San Francisco Pittsburgh New Orleans

#### *Foreign Branches*

Buenos Aires :: Liverpool

**"We keep faith with those we serve"**

# Shackled to the paint can



*Until covered with Transite  
Corrugated Asbestos Roofing*

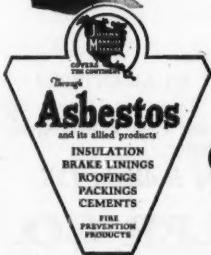
Get rid of the burden of constant painting and the eventual need of replacing roofs and sides of your steel-frame buildings. Cover them with a roofing and siding which is practically unaffected by weather, time, or fire.

Transite Corrugated Asbestos Roofing and siding no more needs painting or replacement than the foundation of the building it covers. Because it is literally a sheet of rock, it cannot burn, rot or rust. You don't have to paint it and you don't have to replace it. Consequently it saves you money.



JOHNS-MANVILLE Inc., 292 Madison Ave., at 41st St., New York City  
Branches in 63 Large Cities

For CANADA: CANADIAN JOHNS-MANVILLE CO., Ltd., Toronto



# JOHNS-MANVILLE

Transite Corrugated Asbestos Roofing and Siding

## Use the New Type Berrigan Box Press for Economy

It will save you thousands of dollars yearly in prime steam lard; increase of ammonia contents 1 unit per ton, elimination of cloths, racks, about 50% of labor-and objectionable odors.

**J. J. Berrigan & Son**

Sole Manufacturers

7464 Greenview Ave.

Chicago, Ill.



### Filter Presses

FOR LARD & OIL REFINERIES  
BEEF EXTRACT, GLUE &  
SOAP MANUFACTURERS

### Tankage and Curb Presses

### PACKING HOUSE MACHINERY AND EQUIPMENT

Write for Information and Prices  
William R. Perrin & Company  
Fisher Building Chicago, Illinois

## Grinds Cracklings and Expeller Cake

"Have 3 Williams hammer mills grinding bones, tankage, chicken feed, also cracklings before going to expellers, and can highly recommend them."

M. L. Shoemaker & Co.,  
Philadelphia, Pa.

The ease with which the patented sharp hammers cut through tough material has made the "825" the standard grinder for cracklings, expeller cake and other dry rendered by-products. Endorsements like the above and installations in America's largest plants prove the value of these patented hammers. Wilson & Co. now use six. Write for data on the "825" or the "Mogul" for heads, carcasses, entrails and meat cake.

### Williams Patent Crusher & Pulv. Co.

2708 N. 9th St., St. Louis, Mo.

CHICAGO  
37 W. Van Buren St.

NEW YORK  
15 Park Row

SAN FRANCISCO  
415 5th St.



WILLIAMS  
ORIGINAL PATENTEE'S AND WORLD'S LARGEST BUILDERS OF HAMMERMILLS  
PATENT CRUSHERS GRINDERS SHREDDERS

### A Western Packer Uses

## 8 BANNON SEPARATORS

### WHY?

More Lard per Hog!

THE BANNON COMPANY, Ltd.  
32 Illinois St. Buffalo

## SCRAP PRESS

60 to 900 Tons

At the top in Quality  
At the bottom in Price  
Ask us about them

Dunning & Boschart Press Co., Inc.  
382 West Water St., Syracuse, N.Y., U.S.A.  
Established 1872



Efficiency, Economy, Durability is Guaranteed when You Install a

## Gem Flueless Boiler

No Flues or Tubes To Clean and Repair  
Raises Steam Quicker and at a Lower Cost  
What does this mean to you?

"Best boiler used in 30 years."  
"Saving \$1.20 a day with our Gem."  
"Saving \$100.00 a year on flue repairs."  
"We are operating our 10 H.P. Gem for less than our  
5 H.P. flue boiler."

OTHER IMPORTANT FEATURES  
Best Boiler for Hard Water.  
Built for Dependable Service.  
Good for 100 lb. Pressure.  
Complies with A. S. M. E. Code.  
EVERY GEM IS FULLY GUARANTEED  
Stop Throwing Your Money Away on Repair Bills  
Your First Cost Is Your Last Cost with a Gem  
Flueless Boiler

*Send for Descriptive Bulletin 125*

**THE GEM CITY BOILER CO.**

Dayton

Established 1895

Ohio

# We Never Rest Till We Serve Best

Harding's Continuous Dry Rendering System for Edible and Inedible Raw Materials, operated the "BOSS" Way with "BOSS" Equipments, produces higher grade finished materials, avoids obnoxious odors and saves time, labor and steam. The proof of the system is in using it. Cookers are jacketed with smooth inner shell. No seams. No staybolts.

## 5x9 ft. Cooker

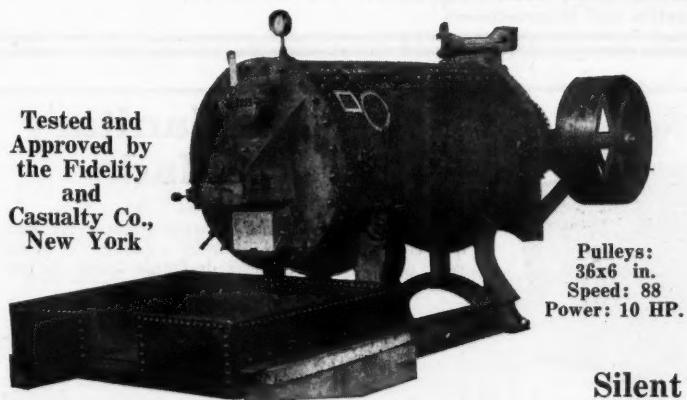
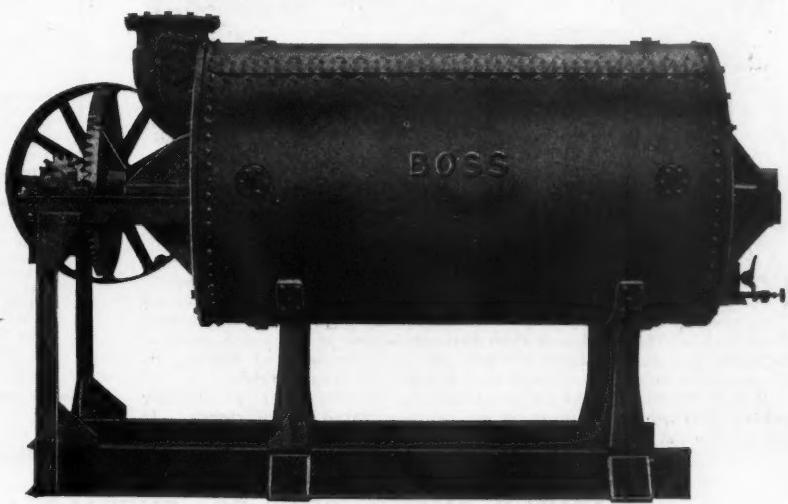
complete with fittings

Is built especially heavy for large users.

It is constructed with additional stand to support the strong driving mechanism.

Pulleys: 38x8 in.. Speed: 80 RPM. Power: 15 Horse.

Four Cookers  
recently sold to  
**WILSON & CO.**



Pulleys:  
36x6 in.  
Speed: 88  
Power: 10 HP.

## 4x7 Cooker

with Jacketed, Heated PERCOLATOR

When cooking is done, contents are discharged into Percolator to drain, and cooker is loaded again.

Cracklings in Percolator are kept heated to freely release the grease and tempered for maximum extraction of grease by Expeller or Press.

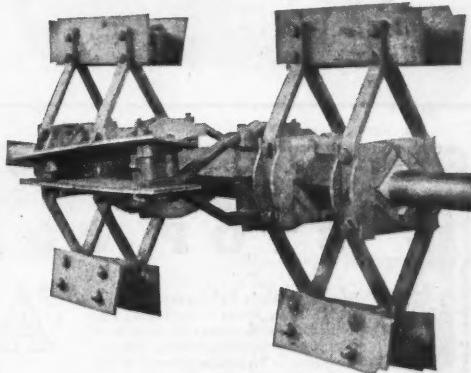
## Silent Chain Motor Drive Furnished

## "Boss" Cooker Agitator

Shaft is 4½ in. square, cold rolled steel, ends turned for bearings. Attached to it are the large bevel gear and the paddles. Rotation is reversed for rapidly unloading contents of cooker.

Paddles are plow shaped, to agitate and rapidly discharge contents of cooker.

Bone Crushers, Gut and Peck Hashers combined with Washers, Crackling Expellers and Presses furnished.



*Consult us for Improving your Service and Making Money*

## THE CINCINNATI BUTCHERS' SUPPLY CO.

CHICAGO BRANCH  
3907-11 S. Halsted St.

Killing  
Outfits

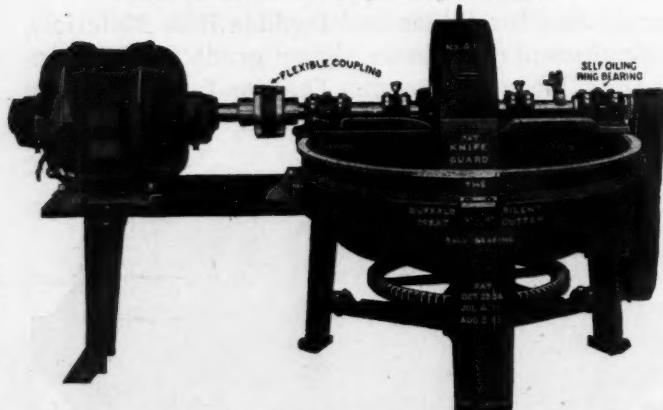
Manufacturers  
"BOSS" Machines

Sausage & Rendering  
Outfits

Factory and Main Office: 1972-2008  
Central Ave., CINCINNATI, OHIO

# BUFFALO SILENT CUTTER

*It Never Fails, Built for  
Real Service. Always Dependable.*



THE BUFFALO Silent Cutter embodies the only correct principle for cutting meat, for making high-quality sausage. The curved knives, revolving at a high rate of speed, pass within a fraction of an inch of the bowl and then through a slot in the comb, cutting the meat fine and uniform without mashing, bruising or heating it. It is strongly built—no upkeep cost or absence from service.

The BUFFALO Silent Cutter is used by packers and large sausage makers everywhere because it has demonstrated its efficiency. It cuts more meat in less time.

*Also manufacturers of world-famous "BUFFALO" Mixers and new "BUFFALO" Grinders.*

JOHN E. SMITH'S SONS CO., BUFFALO, N. Y., U. S. A.  
Patentees and Manufacturers

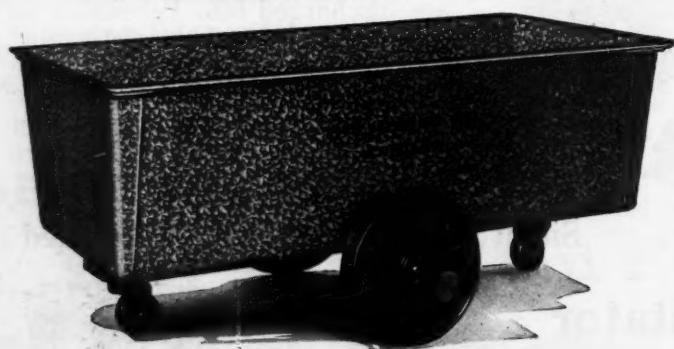
**Recent Shipments of Latest  
Model No. 43-B—Buffalo  
Silent Cutter**

Some of these users tried others—then  
bought the Buffalo Silent Cutter.

Armour & Co.  
Austin Nichols & Co.  
Mickelberry's Food Prod. Co.  
Rath Packing Co.  
Germania Sausage Co.  
Friedman & Bellock  
Peter Eckrich & Sons  
Swift & Co.  
Armour & Co.  
F. G. Vogt & Sons, Inc.  
Swift & Co.  
Armour & Co.  
Danahy Packing Co.  
Carl Weltz  
Aurich & Binmueller  
F. W. Baldau  
Isaac Gellis

Olean, N. Y.  
Brooklyn, N. Y.  
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Waterloo, Ia.  
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Fort Wayne, Ind.  
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Philadelphia, Pa.  
Baltimore, Md.  
New Orleans, La.  
Buffalo, N. Y.  
Boston, Mass.  
Altoona, Pa.  
Boston, Mass.  
New York, N. Y.

Globe Sausage Meat Truck No. 103.



**The Most Sanitary  
Truck Made**

The truck that you have been looking for. The Globe under-construction eliminates all bolts and rivets from body, thereby making the inside very smooth and a most desirable truck to use. Made in three sizes.

	No. 1	No. 2	No. 3
Length, over all.....	62½"	56¾"	50½"
Width, over all.....	31½"	31½"	31½"
Height, over all.....	26 "	26 "	26 "
Body depth, inside....	17½"	17½"	17½"
Wheels .....	14x2½"	14x2½"	14x2½"
Casters .....	4x1½"	4x1½"	4x1½"
Weight .....	270 lbs.	255 lbs.	235 lbs.

**The Globe Company**  
822-26 West 36th Street, Chicago

**STOP COLD AIR LEAKS**

WITH

**AIRITE**  
REFRIGERATOR  
GASKET

Pat. Jan. 22, 1924—Nov. 18, 1924

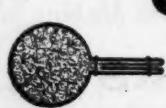
Accept no infringement or imitation!

When you make out your order for that new refrigerator, be sure and make your specifications read as follow: "All doors must be equipped with Wirs' Airtite Refrigerator Gasket to render them cold air leak-proof; no substitute will be accepted."

**E. J. WIRFS ORGANIZATION**  
Sole Manufacturers and Patentees  
113 So. 17th St., St. Louis, Mo.



NO. 0 JUMBO



NO. 1 LARGE



NO. 2 MEDIUM



NO. 3 SMALL



NO. 4 SPECIAL

QUALITY

**ANCO**

SERVICE

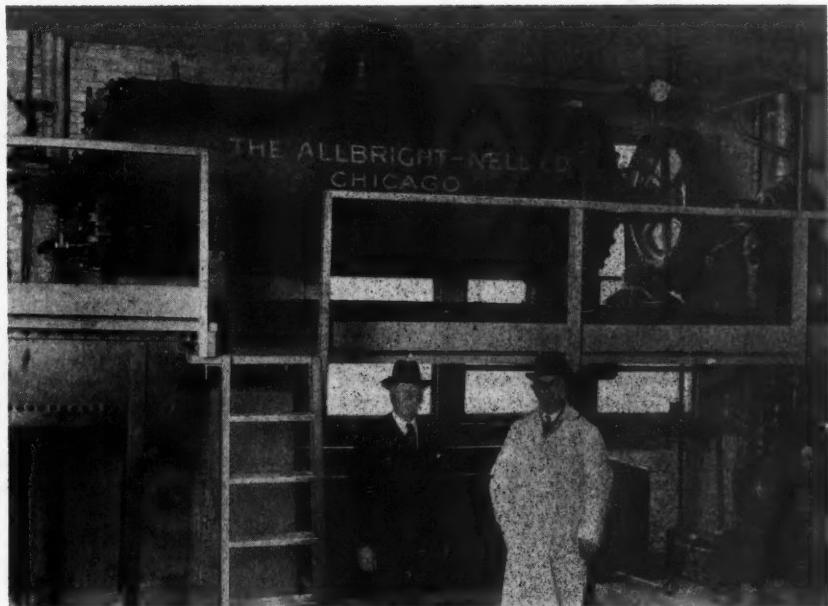
**Laabs  
Sanitary  
Rendering Unit**

Produces the  
Highest Grade

**Finished Products**

We will gladly prove  
this to you. It is man-  
ufactured and fur-  
nished to the trade  
solely by

**The  
Allbright-Nell  
Co.**



Patents applied for  
W. B. Allbright      Geo. Maier

Used for Rendering All Animal Products as Lard, Slaughter  
House Offal, Shop Fats, Dead Animals, Etc.

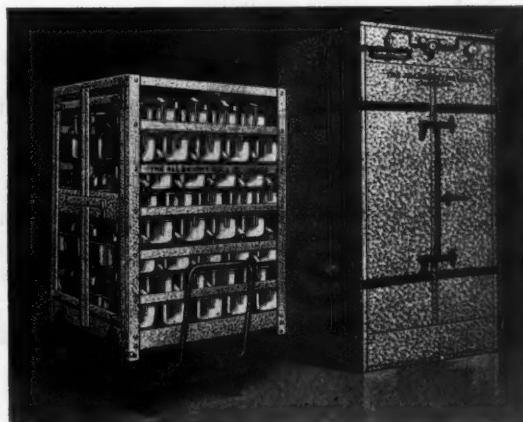
**Jordan's  
Improved Pear Ham  
Retainers No. 450**



Patents applied for

Produces  
Highest Quality  
Boiled Hams  
No Press Required  
Easily Cleaned  
Made in 4 Sizes

**Anco Vapor Ham Cooker  
No. 284**



Patents applied for  
Saves Shrinkage

**Jordan's  
Improved Square Ham  
Retainers No. 448**



Patents applied for

Produces  
Highest Quality  
Boiled Hams  
No Press Required  
Easily Cleaned  
Made in 6 Sizes

**THE ALLBRIGHT-NELL CO.**

5323 So. Western Boulevard

CHICAGO, ILLINOIS

*A Safe Brine Medium means Extra Profits for You!*

Solvay Calcium Chloride is not only an effective Brine medium, but it is also safe.

You never worry about repair bills from corrosion, clogging of pipes or a loss from the shut down of the plant, when you rely on Solvay.

The large plant as well as the small plant will find Solvay the ideal Brine medium.

#### NO CORROSION

Solvay Calcium Chloride Brine is alkaline and contains no magnesium chloride; therefore, if by chance ammonia leaks into the system no corrosive Salammoniac is formed. Keep your equipment 100% in service—use Solvay.

#### NO CLOGGING

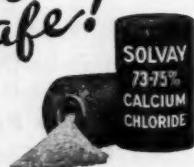
Leakage of ammonia into Solvay Brine merely makes it alkaline—and furthermore Brine can be made from Solvay Calcium Chloride which remains fluid at minus 50° Fahr. Contrast this with the fact that when ammonia leaks into Magnesium Chloride Brine and forms Salammoniac, it produces an equivalent amount of Magnesium Hydrate which clogs the system.

*Specify  
SOLVAY  
73% to 75%  
Calcium Chloride  
and be  
Safe!*

Solvay is  
free from  
magnesium  
chloride

Write for Booklet 5354

THE  
SOLVAY PROCESS CO.  
WING & EVANS, Sales Department  
40 Rector St. New York, N. Y.



*The meat chopper that does more and better work and lasts a lifetime*



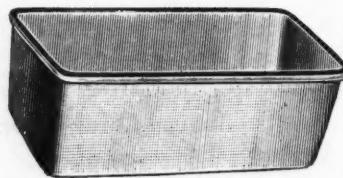
The New No. 7E-Type-K Cleveland KLEEN-KUT Meat Chopper will truly chop twice as much meat as the average chopper. And too, its great power and ability to cut large pieces through a  $\frac{1}{8}$ -in. hole plate is further evidence of the advantages obtained in its installation.

There are no bearing troubles possible with this machine, as the large roller bearing is in the rear, far away from the harmful meat juices and particles.

A Profit Maker and a Profit Saver is this quiet running chopper equipped with the famous Cleveland KLEEN-KUT flat sided plates.

**The Cleveland  
Kleen-Kut  
Manufacturing Co.**  
Cleveland, Ohio

*Meat Pans Made to Last!*



Here is the 3-pound size, which measures  $8\frac{1}{2}$  in. long, 4 in. wide and 3 in. deep. Especially well made of cast aluminum.

Write us for prices.

**A. RispeI & Company**

1617 No. Winchester Ave.

Chicago, Ill.

Write for

*Hickory  
SMOKED SALT*

Curing  
Information

**THE SMOKED PRODUCTS COMPANY**

100 to 120 Culvert Street, Cincinnati, Ohio

# The Adelmann Seamless Monel Boiler

Complying with requests from several packers for a Ham Boiler of Monel Metal, we now offer same in two sizes.

They are deep drawn from Monel Metal Sheetstock, highly polished, requiring no retinning or other treatment of any sort.



Patented June 17, 1924  
No. 2B Capacity 10-14 lbs.  
No. 3B Capacity 14-18 lbs.

## For the Products of Fine Butchery The Adelmann Meat Loaf Pan



The yielding spring pressure produces a solid loaf of better appearance.

Manufactured in three sizes

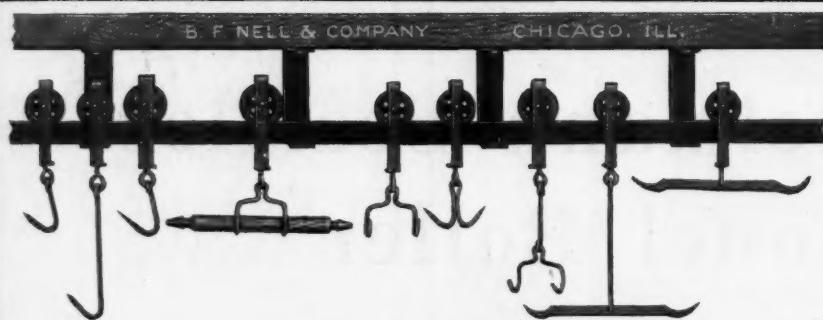
M-1, Capacity 5 lbs.  
M-2, Capacity 8 lbs.  
M-3, Capacity 12 lbs.

## Ham Boiler Corporation

1762 Westchester Ave.

New York City

Factory: Port Chester, N. Y.



## TROLLEYS

For Hogs, Beef, Sheep, Calves,  
and Fore and Hind Quarters

All of our trolleys are finished smoothly throughout and the groove of the wheels has a smooth chilled surface, making a harder and better surface than a turned groove.

We can make prompt shipment from stock.

Also we can make any special traveler to order.

*Write for prices*

## B. F. NELL & COMPANY

620 West Pershing Road

Chicago, Illinois

**MATHIESON**  
Chemicals

Anhydrous Ammonia  
Aqua Ammonia  
Caustic Soda  
Soda Ash  
Liquid Chlorine  
Bleaching Powder

The MATHIESON ALKALI WORKS  
250 PARK AVE., NEW YORK CITY.  
PHILADELPHIA, CHICAGO, CHARLOTTE.

Deal Direct with the Manufacturer



## There Are Reputations at Stake

Your product may be the best that exacting production can produce. But if it reaches the ultimate consumer in just the least bit inferior condition there is dissatisfaction. Your reputation as a manufacturer is at stake.

Kalamazoo Vegetable Parchment Co., Kalamazoo, Mich.

"*This is Not in Mortals to Command Success, but We'll Do More—Deserve It!*"

Write us for information and prices on

H. & H. Electric Back Fat Splitter  
United Improved Sausage Molds  
H. & H. Electric Scribe Saw  
Calvert Bacon Skinner  
Adelmann Ham Boilers  
Jelly Tongue Pans  
Maple Skewers  
Knitted Bags  
Beef Calf  
Sheep Ham

**Best & Donovan**

332 South Michigan Blvd.  
Chicago, Ill.

## A Good Looking Container Implies A Good Quality of Lard

Don't force customers to come all the way. Meet them half way by packing your lard in a can that looks as good as the lard. This will lessen your sales resistance, reduce your cost of distribution, increase your volume of sales and help your retailer to make your goods move faster.

### Enterprise Lard Containers Are As Good As They Look

They cost no more than many and a whole lot less than some. Made at the tin plate center of the world, you are assured of quality. Mechanical perfection is guaranteed.

*Get our prices before you buy*

**Enterprise Stamping Co.**

McKees Rocks, Penna.  
(A suburb of Pittsburgh)



## *The Crescent Silent Cutter*

Direct connected to electric motor by means of flexible coupling, the Crescent Silent Cutter No. 520 offers a striking example of the unusual value found in all Crescent Sausage Making Machinery.

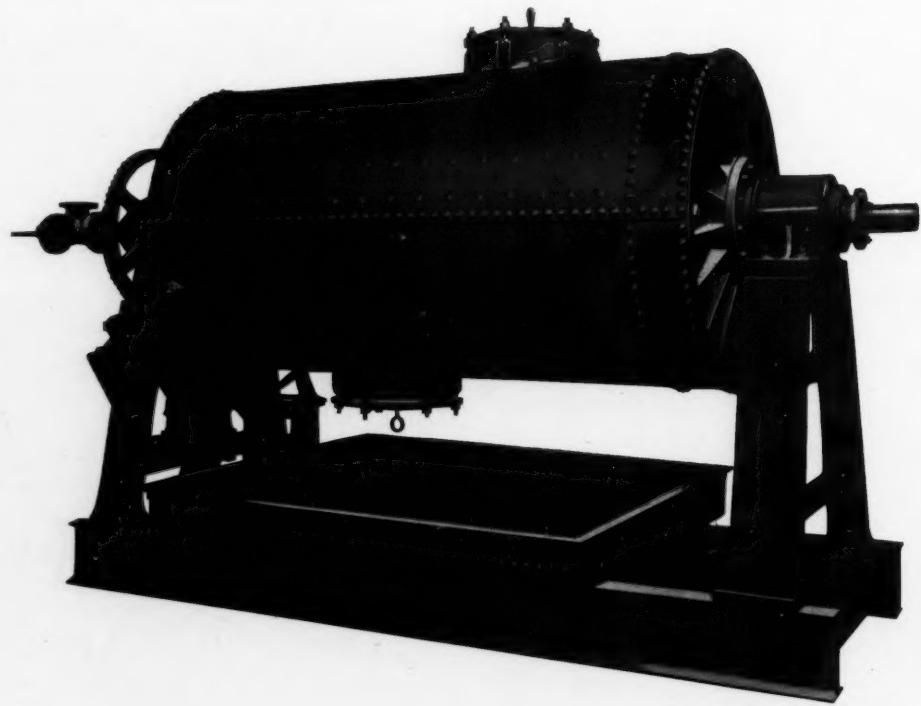
Built for highest efficiency, hardest service, speed, cleanliness and economy of operation, it is entirely new in design, absolutely sanitary and reliable.

The above illustration shows arrangement for 27-in., 32-in., 38-in. and 43-in. size Bowl.

Write for detailed information regarding your own requirements

*The Brecht Company St. Louis,*  
Established 1853





## THE Crescent Rotary Melter

PATENT APPLIED FOR

An economical and efficient producer of highest grade grease cracklings.

Minimum horsepower is required because of the rotary feature. Speed and quality guaranteed. Results proven by actual demonstration.

Write for detailed information.

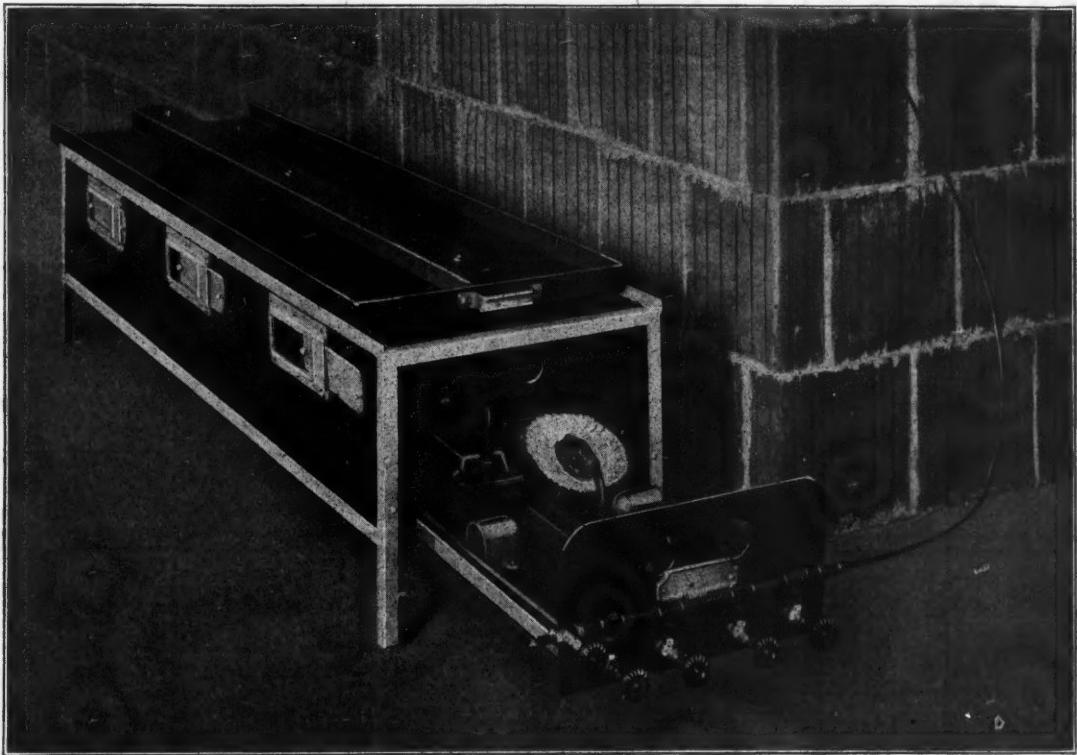
The **Brech<sup>t</sup>** Company St. Louis.  
Established 1853



# The Crane Oilgas Smoking System

(Patent Applied for)

If you are interested in a smoke house burner system that will overcome your present smoking difficulties you should investigate the Crane Oilgas Smoking System.



As stated by one of our customers:  
"The cost of operation is an item almost negligible."

*Full particulars furnished by addressing*

# A'ROBLAST

*The Modern Method  
of Smoking Meats*

3948 South Hamilton Avenue, CHICAGO

*Complies with  
B. A. I. Requirements*

*Write for Prices  
Immediate Deliveries*

# REX-BRAND

*The King of Nitrates*

## Double Refined Nitrate of Soda

Prompt Shipment

STAUFFER CHEMICAL CO.  
CHAUNCEY, NEW YORK

SAN FRANCISCO SALT REFINERY  
SAN FRANCISCO, CALIFORNIA

CHICAGO OFFICE: 79 WEST MONROE ST.



### Protect the Product

HY-GLOSS Paraffining Process is unexcelled, is used by the leading Oleo Manufacturers of the country and attracts the attention of the discriminating buyer.

NATIONAL  
Carton Company  
JOLIET, ILL.

### Color

is used by the largest and most successful sausage makers in the country. They find it necessary to supply the public demand for a uniformly colored sausage.

T. E. HANLEY & CO.  
U. S. Yards, Chicago

Distributors of  
Certified Colors  
prepared exclusively  
for Sausage Makers



### Why in the Name of Common Sense

Do a few sausage makers still insist on buying two machines for cutting and mixing meats when the Hottmann does it better, quicker and more economically?

The Hottmann Machine Co., 3323-3343 Allen St., Philadelphia

*What You've Been Waiting for!*



Delivery  
Basket

Made of 22 gauge galvanized steel all in one piece reinforced around the top with  $\frac{1}{4}$  steel rod welded at the ends with  $1 \times 1 \frac{1}{2}$  angle iron on bottom.

Cutting Room  
Container

20 gauge galvanized steel. Stock sizes 15" diameter 12" high, 18" diameter 13" high. Can be furnished in any size to meet your requirements.

Refillable,  
Returnable,  
Galvanized  
Steel  
Container

SIZES  
50 gal. Pressed Cover  
30 gal. Pressed Cover  
18 gauge Steel  
Circular and prices on application.

Dubuque  
Steel  
Products  
Co.

Sheet Metal Dept.  
of

Kretschmer  
Mfg. Co.  
Dubuque, Ia.

### The Stockinet Smoking Process



Saves  
*Labor*  
*Trimmings*  
*Shrinkage*



Smoke Your Meats in Stockinets and Get Uniformity, Sanitation, SQUARE Butts and Appearance

To get large sales, your Mr. Quality should have the assistance of Mr. Stockinet appearance.

Numerous Packers Throughout the Country Are  
*Why Not You?*

For Further Particulars Write or Phone

Thomas F. Keeley, Licenser

516 East 28th Street, Chicago, Ill. Telephone Calumet 0349

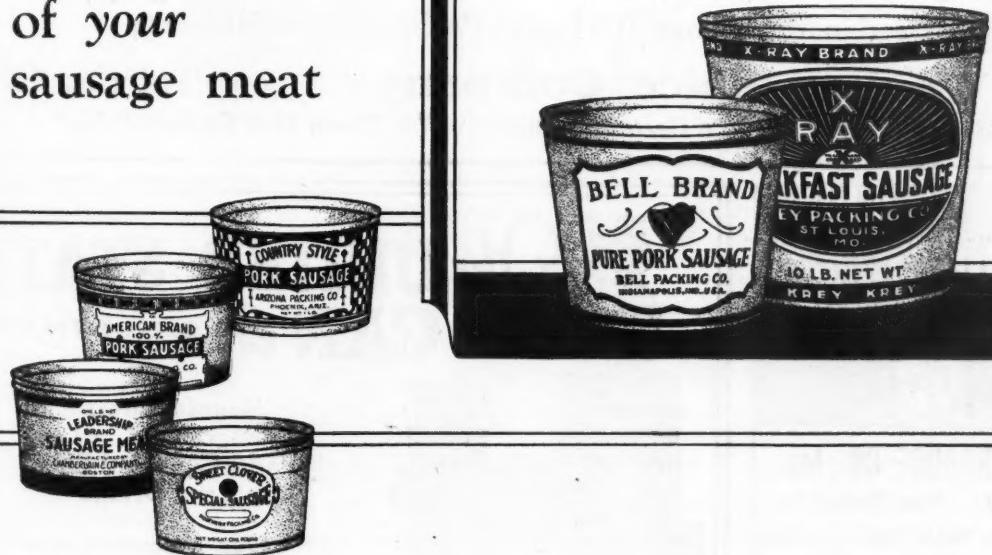


### Why in the Name of Common Sense

Do a few sausage makers still insist on buying two machines for cutting and mixing meats when the Hottmann does it better, quicker and more economically?

The Hottmann Machine Co., 3323-3343 Allen St., Philadelphia

helps the dealer to sell more of your sausage meat



Sell packaged sausage meat and reap the benefits of increased sales volume. People buy packaged foods. Your dealers will welcome your brand packed in the Kleen Kup—the package of unusual attractiveness—made of snow-white woodfiber—keeps the sausage fresh and clean—carries your name and trade-mark, in one or more colors, directly into the home—increases the value of your good will—helps the dealer to sell more of your sausage meat—will raise your brand to an individual prominence. Samples of the one, five or ten pound sizes for the asking.

# KLEEN KUP

the  
package  
that  
sells  
its  
contents

**MonoService Co.**  
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THE BRECHT COMPANY

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NEW YORK

ESTABLISHED 1853

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Toledo, Ohio

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No. 2



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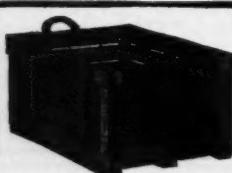
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"The Skins You Love to Stuff"

**M. ETTLINGER & CO., Inc.**

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Sheep and Beef  
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MANUFACTURERS  
Beef, Sheep and Hog Casings  
all Descriptions

Beef Weasands a Specialty  
IMPORTERS OF  
High Grade Hog and Sheep  
Casings

## A FIGHT IN THE FIRM

Generally means the concern is going cat bird—

When the plant is making money all is serene and all are happy.

Now please notice this, Mr. Man-a-ger:—

**THE CONCERNS THAT GET RIDGWAY ELEVATORS ARE ALL GOOD MONEY MAKERS PAYING BIG DIVIDENDS.**

Here is a sample of the thousands:—

Standard Oil Co.  
Cluett, Peabody & Co.  
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Penn. R. R.

International Harv. Co.  
Standard Underground  
Cable Co.  
John Wanamaker  
John Morrell & Co.  
Christie Brown & Co.  
(Toronto)  
Firestone Tire & Rub. Co.  
Consolidated Gas Co.  
(N. Y.)

Remington Typewriter Co.  
Lukens Steel Co.  
Procter & Gamble Co.  
(Ivy Soap)  
E. I. Du Pont de Nemours  
& Co.  
United States Gov't  
Sears, Roebuck & Co.  
United States Steel Co.  
Westinghouse Elec. Co.

No, we do not say the mere putting in of such a commonplace machine as a freight elevator makes big success and fine dividends.

**BUT THE SAME QUALITY OF BRAINS THAT IS SMART ENOUGH TO GET RIDGWAY ELEVATORS WILL MANAGE THE BUYING, MANUFACTURING AND SELLING AS SKILFULLY AS THE EQUIPMENT.**

Business, like the professions, is full of stuffed shirts.

Old Stuffed Shirt laughed us out of his office one year and "busted up" a few years thereafter.

"HOOK 'ER TO THE BILER" is only another way of saying "HOOK 'ER TO A STAR."

And you know what that means!

So if you want REAL SUCCESS be sure and "attach it to the steam generator."

As the English Editor demanded if we wanted him to accept our money to see our name printed in his paper.

### "HOOK 'ER TO THE BILER"

**Craig Ridgway & Son Co.**

Over 3000 in daily use

COATESVILLE, PA.

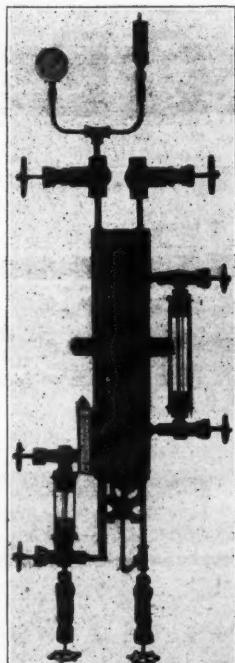


Double Geared



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## THE HILL NON-CONDENSABLE GAS SEPARATOR



is a valuable addition to the refrigerating department of any packing plant, because of the large savings which it produces every day, week and year.

Reduction in fuel or power costs, ammonia consumption, repairs, sheet and rod packing costs, operating hazards caused by excessive pressures are some of the many reasons the Hill Separator "pays for itself" in a remarkably short time in the average plant.

### HERE IS OUR ABSOLUTE GUARANTEE

The Hill Non-Condensable Gas Separator is Absolutely Guaranteed to Remove Every Ounce of Non-Condensable Gases from Your Ice Making or Refrigerating System While Same is in Operation, and do it Without Any Loss of Time or Ammonia.

A special folder giving detailed information has been prepared and should be in the hands of every operating engineer and plant owner. Write for your copy.

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Sales Agents in Principal Cities

# Armour's ANHYDROUS AMMONIA

Now Produced at Our New Plant at

**NIAGARA FALLS,  
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*Send your orders to Armour and Company Branch located in your vicinity, or to Main Office, Chicago, Illinois.*

### *The Latest and Best*

Our Anhydrous Ammonia is manufactured at new plant now located at Niagara Falls, New York.

Of all the processes employed in the manufacture of Anhydrous Ammonia that used in the manufacture of ours, is the latest and the best.

Contamination present in Ammonia manufactured under the old method, is not to be found in our new product. Do not be misled by statements to the contrary.

We guarantee our Anhydrous Ammonia to be free from moisture, and impurities, that prevent maintenance of desired low temperatures, and is sold subject to consumers test before attaching cylinder to machine.

*You want and need the Best Ammonia. We have it! Stocks of 50 lb., 100 lb., and 150 lb. cylinders carried in all large distributing centers.*

### Armour Ammonia Works

Owned and Operated by

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SMOKED AND UNSMOKED

A COMPLETE LINE  
*for the*  
**Domestic and Export Trade**

The Standard



UNION STOCK YARDS

ANGLO-AMERICAN PROVISION CO.

Sausage Department

CHICAGO, ILL.

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# THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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Chicago and New York, August 15, 1925

No. 7

## *Planning for the Meat Packers' Convention*

### Twentieth Annual Institute Meeting at Chicago in October Promises to Be the Biggest and Best of the Lot

Plans to make the 1925 Convention of the Institute of American Meat Packers the most valuable and largest ever held are being pushed forward already, two months before the date set for the meeting, which will be held in Chicago, October 16-21.

As was the case last year, Friday and Saturday, October 16 and 17, will be devoted to sectional (departmental) meetings.

On Sunday the tentative plans call for a reception and concert.

The regular convention sessions will be held Monday, Tuesday and Wednesday, ending October 21.

The Second Annual Public Conference on Education and Industry will be held on Tuesday at the University of Chicago, under the joint auspices of the University and the Institute. Invitations to speak on this occasion have been extended to some of the foremost industrial, agricultural and educational leaders of the present day.

#### The Place and the Program.

The palatial Drake Hotel, situated just north of Chicago's famous loop, again has been selected as the convention headquarters because of its quiet yet convenient location, and its ample facilities for handling so large a crowd as is expected by the convention committees.

The regular convention session programs will be completed and announced within a short time. Matters of timely interest to packers everywhere will be discussed briefly and to the point by the speakers and from the floor of the meeting.

The progress made by the Institute during the past year, and its plans for increased service during the year to come, will also be set forth.

Of particular interest will be a summary of what has been accomplished during the last three years under the Institute Development Plan, proposed in 1922 by Mr. Thomas E. Wilson, who

during that time has served as Chairman of the Institute Plan Commission.

Operating problems and new developments in the operating field will receive due attention in a complete session. The outlook for the packing industry in the future will be covered by well known leaders in the industry.

The new program of waste elimination and the money-saving purchasing activities being carried on by the Institute also will be explained fully.

The social side of the convention, which makes it possible for the busy packer to enjoy a splendid vacation while he is receiving the benefits of the business meetings, will be fully as attractive as usual. The ladies, too, will find that their entertainment has received expert attention. A. D. White is chairman of the Entertainment Committee, covering the entire program, and this insures successful results.

#### The Departmental Programs.

The sectional meetings are designed for heads of departments, although

executives also are urged to attend. Eight of these meetings are scheduled, including the following:

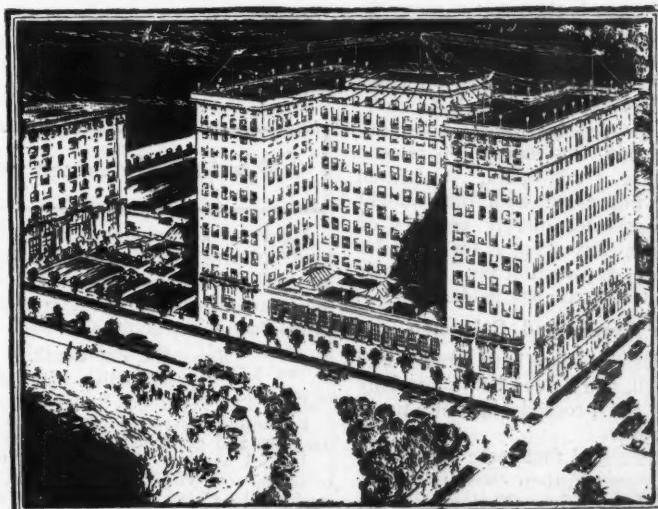
Friday — Operating, Purchasing, Chemical, and Credits and Collections.

Saturday — Engineering and Construction, Traffic, Advertising and Public Relations, and Branch House and Car Route.

A joint meeting of the Purchasing and Operating Sections will be held Friday afternoon, to discuss further standardization of packinghouse equipment and supplies.

The sectional meetings were held last year for the first time, and became immediately popular, so that when further meetings of sections were held during the winter and spring the attendance was large. These meetings give men in the industry who have problems in common an opportunity to meet together and discuss them.

Announcement will be made later regarding arrangements for room reservations and other details.



SCENE OF THE NEXT PACKERS' CONVENTION  
The Drake Hotel, on the lake front, where the packers and their guests may enjoy themselves.

August 15, 1925.

## A Page for the Packer

### Should Salesmen Collect?

There has been some discussion of the advisability of packer salesmen making collections. Perhaps the method of organization in certain concerns sometimes would make this undesirable.

On the other hand, there seems no good reason, from a policy standpoint, why a salesman should not make collections. He can be a credit man as well as a salesman.

Packer salesmen are acquainted with their trade, and their customers have confidence in them.

Often customers prefer to pay at the time of purchase. It would seem that salesmen covering territory at regular intervals could very readily take care of collections.

#### Can Clean Up Slow Accounts.

In cases where salesmen cover territories only at long intervals, it is not so satisfactory for them to make collections.

They are probably in better position, however, than any other representative of a firm to make collection in the case of slow accounts. They know the conditions of the sale and the customer, and would stand a better chance of actually collecting an account of long standing.

One of the oldest credit men in the packing industry recently said: "It is entirely practical for salesmen to make collections in the great majority of the large jobbing houses. It is not only practical, but essential in a great many of them."

The packing industry is founded primarily on the basis of cash transactions. The packer pays cash for his livestock, and pays cash for every operation in processing and marketing it. It naturally follows that he can not wait very long for payment for product. Otherwise his working capital and interest charges will run away with him.

The salesman is the man who can secure quick payment of accounts.

"The theory that collections by salesmen is likely to upset or strain trade relations has been exploded and thoroughly disproved by practical demonstration," said the same experienced packinghouse credit man. "Salesmen should be impressed with the thought that they are not merely vendors of merchandise, but occupy the broader position of representatives of their house in their particular fields."

#### Both Credit and Salesman.

The salesman has both credit and terms to sell, and he can help materially in getting the proceeds in time for a quick turnover.

It has been said that some companies show a turnover in their outstanding accounts of from 15 to 20 days, on the average. It would be difficult to secure such turnover without the assistance of the salesmen.

Even where salesmen do not make collections, they can gather much valuable information for the credit department. Particularly where new accounts are sold, full information should be secured for the credit department so that prompt delivery can be made.

One wide-awake business having high-type salesmen has for its slogan, "Every salesman a credit man, and every credit man a salesman."

Such a combination would seem to promise much in contributing to quick turnover of accounts and better business generally.

[What are your opinions and experiences on this point, Mr. Packer and Mr. Salesman? Let us hear from you.—EDITOR.]

#### PROFITS AND GOOD WILL.

Two important things in business are today's profits and tomorrow's good will. Today's profits are yesterday's good will ripened into sales.

Profits are real, solid and tangible; they can be seen and felt. Good will is intangible; it is something you scatter hither and yon; its home is in the memories of men and women who have bought at your store.

Good will is a beautiful thing, a lasting thing, a stalk on which dollars will grow into many harvests.—Old Hickory Smoke.

#### THEY KEEP ON GOING UP.

George L. Hoerter, superintendent of Armour & Company's Buffalo territory, has been transferred to Chicago and made a member of the staff of J. W. Casey, head of the branch house department.

Mr. Hoerter came to the company in 1911 as a branch house salesman, handling pork cuts and sausage at Louisville, Ky. He stuck to this job until 1917, when he was transferred to Chicago and was subsequently sent into the Pittsburgh territory as an assistant superintendent. His next step was Buffalo, and from there back to the executive department of the general branch house department, at Chicago.

Mr. Hoerter is a subscriber to THE NATIONAL PROVISIONER and never misses a number.

#### What the Salesmen Say

Here is another expression from a packinghouse salesman who is a reader of THE NATIONAL PROVISIONER, and who takes an interest in the sales discussions which have been going on.

##### From the Far South.

Jacksonville, Fla., June 6.

Editor THE NATIONAL PROVISIONER:

I greatly appreciate THE NATIONAL PROVISIONER and get much value out of it.

I think you are doing a good thing in carrying on your "Salesmen's Column" and shall be glad to do my share towards making it a success.

Very truly,

S. Sheftall, Jr.,

St. Louis Independent Pkg. Co.

## Salesman

### Beware Such Samaritans

#### Customers Who Are Anxious to Help You Sell at a Loss

On this page a couple of weeks ago appeared a letter signed "A Good Samaritan (not a Grave Digger)", in which he protested against being abused because he helped the packer salesman "clean up" at the week end, even if it was at a sacrifice. He thought he ought to be given credit, instead of criticism.

Here comes a packer sales manager who either didn't see the "josh" in this letter, or else is doing his bit to carry on the joke. Says he:

Editor THE NATIONAL PROVISIONER.

The Good Lord has certainly endowed the man who signed himself "A Good Samaritan" with a tremendous amount of unadulterated crust.

He is undoubtedly correct, however. Any packer who deals with "Good Samaritans" of this kind needs the help of the Red Cross, because their figures each month would most of the time be in "red."

Yours very truly,  
BRANCH MANAGER.

#### FOR THE SAUSAGE SALESMAN.

"Have you noticed that the girls wear their stockings in sausage style now?"

"How so?"

"Bologna (below knee)!"

#### News of the Retailers

Gossip of the trade contributed by our salesmen readers.

W. B. Hilli, Springfield, Tenn., is opening a new market.

Bridges Bros. have bought the Shannon & Belson market at Springfield, Tenn.

R. B. Scarborough, of Springfield, Tenn., has equipped his market with new refrigerated counter equipment.

W. C. Ledford, Pembroke, Ky., has put in new counter equipment and is handling some very choice beef these days.

George Werner, formerly of the J. N. Adam Co., Buffalo, N. Y., has opened an up-to-date retail market at No. 2076 Seneca St., Buffalo.

Ray House, formerly with Herold's Market, Buffalo, N. Y., has started out for himself at No. 214 Triangle St., and is doing a nice business.

C. C. Bloom has sold his retail market at Colorado Springs, Colo., and is now salesmen for the Dold Packing Co. of Omaha at Colorado Springs.

Ben C. Dunhand of Portsmouth, Ohio, has moved his market from No. 1020 Gallia street to Gallia and Findly streets, which room was recently vacated by John D. Wente.

C. W. Howe, who operated a grocery and meat market at No. 1114 Kinney Lane, Portsmouth, O., has disposed of his business to V. McDaniels. Mr. Howe will take a much needed rest.

The Henry Murray market at 145 Eagle Street, North Adams, Mass., has been sold to Frank Lecuyer. It will be managed by Wilfred Saulnier, who has had seventeen years experience in this line.

Wohrle & Berg of Pittsfield, Mass., the popular Wahconah Street sausage manufacturers and butchers, have finished re-decorating the interior of their market, which with the new scales and cases makes a decided improvement.

## What's the Matter With Boiled Ham Trade?

### Poor and Undercooked Product and Short-Sighted Salesmanship are Given as Two of the Reasons

There has been no improvement in the boiled ham situation since this subject was discussed in THE NATIONAL PROVISIONER two weeks ago. On the other hand, product continues to accumulate while consumer demand is as indifferent as ever.

This is a serious matter to packers, since the boiled ham trade has always been their summer salvation. To have it fail them means a serious difference to the year's balance sheet.

It was suggested in the previous discussion that one of the chief reasons was the short-sighted policy of many boiled ham producers in putting out an undercooked ham.

This suggestion is echoed in letters coming to THE NATIONAL PROVISIONER in comment on this article.

#### Any Old Kind of a Ham.

One packer points to careless selection of product before going into the cook vat. He says some packers think that any old kind of a ham will do for a boiled ham. Such packers do not take into consideration the necessity of a careful selection for the right kind of product.

Consumers get disgusted with such boiled hams and want no more of them. That's one thing that's the matter with the boiled ham business.

Another trouble is that many packers can't make money on boiled hams. This is because there are no standards in the industry on which the hams should be sold.

Anyone who thinks at all must know that the ham is one of the three or four cuts that not only carries its own cost and margin, but must help absorb the cost of that part of the hog that is a total loss, or that is sold for less per pound than the animal on foot costs.

#### How Do You Sell Your Hams?

But many packers sell their boiled hams at about the same differential they ask for some of the less popular cuts. This puts other packers, who appreciate the full value of a ham, at an enormous selling disadvantage. And it tends to demoralize the entire trade in sections where such short-sighted methods are practiced.

Inquiry among housewives brings out the statement that they don't buy very much boiled ham because they don't like it. When they can find a store that has really good boiled hams, they are willing to pay more and get a good tasty product.

They complain that the ham bought at most stores has to be fried a little to make it good, and *they don't want fried ham, but good boiled ham.*

*The trade seems to have forgotten the lesson it learned with sausage.*

A few years ago sausage demand suffered because the rule was "how cheap?" instead of "how good?" As soon as quality was made the first object, the demand was restored, regardless of price.

#### The Hams What Ain't!

Following is the opinion of one packer, whose boiled ham business has decreased more than 30 per cent in the past few years. The two main points he discusses could readily be remedied if packers followed standard operating and selling methods.

He writes:

Editor The National Provisioner:

I read with much interest your article, "What's the Matter With the Boiled Ham Trade?" in your issue of August 1st.

I would like to say this, there are a great many things the matter with the boiled ham trade, just the same as there are many things wrong with the packing industry throughout. But I will only speak for the boiled hams from my standpoint.

We are selling about 30 per cent of the boiled hams we did a couple of years ago, and these 30 per cent are hardly yielding us any profit at all.

For some insane reason some of the packers through this section, and all the branch-house representatives, seem to be willing to sell boiled hams on the same margin of profit as they would D. S. jowl

butts. This attitude I am unable to explain.

#### Sold for Any Old Price.

At present there is a spread in this section of eight cents per pound between strictly choice boiled hams and some of the cheaper grades.

The branch-house representatives seem to have an idea that anything will do for a boiled ham, and some of them think they can leave a large percentage of fat on them and likewise half cook them. But this policy seems to be productive of one thing, and that is to kill the boiled ham business.

At times I go out among the trade, both in the city and out of the city, and I would be ashamed to offer the consumer some of the boiled hams I have seen around at some of the stores. They are positively a disgrace to the industry, and the appearance is enough to kill the sale, much less the taste.

#### Poor Product Kills Demand.

The unfortunate thing is that the consumer buys these poor grades of hams, but has no one to explain to him the method of the dealers. So after purchasing cooked hams on a few occasions, he concludes that he does not like cooked hams.

But the fact of the matter is that he has received such a poor quality of cooked ham that if he had been a dog he would have refused to eat some of it. This, you can see, drives a great many of the customers away from what would be very valuable trade to the packers.

What makes one think that they can sell any old ham and any kind of a cure for a boiled ham, I have never been able to understand. But some of the wise ones in the industry seem to think that this is the way to dispose of undesirable hams.

#### Sausage Products as Competitors.

Another very important matter with regard to the sale of boiled hams has been the large number of sausage specialties that have been increasing in number the past few years. I have reference to articles like minced hams, ham bologna, pork roll and various cooked cold meats. There are quite a number of these on the market throughout the country, and this unquestionably does take from the boiled ham business.

I am not writing this with the view of knocking anyone in particular nor am I doing it with a view of opening up any controversy with anyone. I am just giving you the facts.

Yours truly,

PACKER OBSERVER.

#### THEIR INFORMATION BUREAU.

If you don't want your friends to know where you are, or what you are doing, don't tell THE NATIONAL PROVISIONER.

They all read it, as Martin D. Levy, former secretary of the Schaffner Bros. Co., Erie, Pa., meat packers, found out after announcement was made of his return to his old love, the casing game. He writes:

Editor THE NATIONAL PROVISIONER:

One hardly realizes the following your good paper has until, in his travels, he is reminded by all he calls on that they read in THE NATIONAL PROVISIONER of my re-entering the casing business.

Every success be yours!

Sincerely,  
MARTIN D. LEVY.

#### Make 'Em Want It!

Why is your boiled ham trade slow?

Here's a test:

Mother buys a whole ham to avoid hot weather kitchen drudgery. Dinner time. All eyes on Daddy serving:

If it's a real, old-fashioned boiled ham we hear this: "Daddy, please may I have another slice?"

If it's a "commercially-cooked" ham (you know what is meant, Mr. Packer), then it's likely to be this: "No, thanks, Dad, I'm not hungry!"

When a hungry kid refuses a "second helping," then you may know something's very wrong with your product!

Did it ever occur to you?

## Australian Export Trade

### Chilled Beef Shipments and South American Rivalry are Watched (Staff Correspondence of The National Provisioner.)

Brisbane, Queensland, July 16, 1925.  
The meat trade in Australia has its eye on two important matters affecting overseas trade. One is the recent development in the transport of chilled beef from Australia, which was successfully landed in London, and the other is the trade war that is taking place between the various South American houses.

The latter is likely to affect the trade from Australia, because while the various interests are at war the chance of Australia getting a fair return for her frozen beef is very remote.

#### Beef Exports Declines.

As a matter of fact, although the various packing plants are operating in Australia at high pressure to cope with the large number of stock which have been offered as a result of the good season, export of frozen beef is being held up to a large extent, the exporters apparently waiting for prospects of a better market in London.

The London market at this writing is most decidedly weak, and this is reflected in the position here. Exporters are not showing much confidence in purchasing stock; but the stockowners in some parts of Queensland have been compelled to send large numbers to the plants by reason of the dry season that threatens them, though they have enough feed to carry them on.

As it is, however, their stock is killing lighter than it was in the flush of the season, showing that the supplies will soon ease off unless there is very general rain as soon as the cold weather ends.

#### Export Prices Satisfactory.

Under the circumstances the prices that exporters have been paying are satisfactory, being, in fact somewhat above export parity, and showing that exporters expect an improvement in the overseas market. An increasing quantity of the export beef is going to the continent.

The Australian trade is not yet building up extravagant hopes regarding the shipment of chilled beef. It will await a trial on a commercial scale before predicting any great advantage to Australia from the discovery that chilled beef can be landed in London. Australia still has to compete with chilled beef from the Argentine, from which country the freight rate may be expected to be much lower on account of the shorter voyage. Still, the development is very important and may be far-reaching.

No doubt, if the export of chilled beef is a commercial proposition there will

follow a great improvement in the quality of Australian cattle and in the methods of fattening. Baby beef will become much more common than it is now. Fattening on the natural pastures will probably be replaced by fattening on artificial fodders, in which Australia has made little advance so far.

On the other hand, the trial made was of 65 days, whereas the normal voyage is not expected to last more than sixty, so that the promoters of the scheme have a considerable margin to work on.

#### Try to Prevent Bruising Cattle.

A matter that has a distinct bearing on the export trade is the bruising of cattle, which has just been investigated by a Royal Commissioner appointed by the Queensland Government. The amount of bruising among export cattle was very high, in some places running up to 10 per cent, with an average of about 5 per cent.

All this bruised beef is rejected by the Commonwealth inspectors at the export ports, and it represents a very large loss annually, as it can only be prepared for the poorer classes of trade. Much of the bruising takes place in the trains and yards when the cattle are loaded and unloaded for shipment.

It was thought at first that the result of the publicity would lead to a reduction in the bruising, but complaints are made that the figures are again swelling, with a consequent loss of beef for export. It is hoped, however, that when the matter is gone into more fully, as it will be by those specially interested in preventing this loss, there will be a permanent improvement. Certain structural changes in the yards are being made to prevent bruising from that cause.

#### To Regulate Export Trade.

A movement has been initiated with a view to regulating the export trade, by fixing the prices that should be paid by the packing plants for cattle on the basis per cent of dressed weight, according to quality; by slaughtering cattle at the plants nearest to the pastures in order to

prevent the present overlapping and costly transport; by opening and operating only those plants necessary to treat the season's offerings, so as to reduce the cost of operating by eliminating overhead cost of too many plants for the output; and that loading be under supervision of a committee to fill ships with the fewest number of calls.

The matter has been placed before the Australian Meat Council. It will mean a combination among the various export companies as well as the owners of cattle, and will need a great deal of organization and working out of detail. Many stockowners have complained that there are too many plants, which mean heavy overhead expenses and consequently smaller offerings for cattle.

#### Financing the Meat Council.

The States of New South Wales and Queensland have passed the legislation which enables a levy to be made on stockowners to raise funds to carry on the work of the Australian Meat Council, Victoria is now taking steps to do so.

These represent the States primarily concerned with beef, which is the principal object of the Council's operations. In fact, the two States which export beef are New South Wales and Queensland, especially the latter. The others are more concerned with mutton and lamb.

#### New Zealand Meat for Italy.

The Dominion of New Zealand is opening up a trade in meat with Italy. Several vessels have arranged to load cargoes. Trial shipments have been made with veal and pork.

The veal was just what was required and sold well in sides at 4½d per lb., c.i.f., Genoa. The pork was rather light for the Italian trade.

If quality and weights of the veal are the same as the trial shipment, more consignments of veal are wanted in Italy.

The slaughter season in New Zealand is drawing to an end. As a matter of fact, there is more beef than mutton and lambs being slaughtered.

## German Meat Duties May Cause Trouble

Dispatches from Germany indicate that the new German tariff on meats is definitely decided, and that it will become effective either September 1 or October 1.

There is some difference in the reported amount of the taxes levied. Some dispatches indicate that a tariff of 6 marks per 100 kilos will be levied for lard, and 25 marks per 100 kilos of meats and offal. Others indicate that the tax on lard will be approximately 41.6c per 100 lbs. and \$1.09 per hundred lbs. on meats.

Adoption of the duties in the German Reichstag was marked by violent protest on the part of deputies representing

the working classes and others who will have to pay the penalty of the higher duties. These duties were inspired by the agrarian interests, now in political control, for the benefit of the large land-owning interests which dominate this political party.

Predictions were made by the staff correspondent of THE NATIONAL PROVISIONER in Germany that such duties, if imposed, would not be likely to remain in force for very many years. He predicted that a political upheaval would result from agitation on the part of those who will be compelled to go without meat as a result of prohibitive duties.

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## To Be Taken With Salt

Since June, 1924, when the government began predicting reduced hog runs, hog prices have been mounting. By the end of the year the price, with some fluctuations, had risen fully 3½ cents per pound, heavy hogs at Chicago being used as the basis of figuring, according to charted information of the U. S. Bureau of Agricultural Economics.

During 1925 the price rose steadily to a peak in March, when some decline was shown to the end of April, and the upturn again began.

Although recognizing that price forecasts are rash things, the Bureau makes price forecasts to June, 1926. These forecasts are based upon the trend of hog prices, pig production, market receipts, the prices of corn, current condition of the corn crop and industrial buying power.

The highest price of the period is predicted for September, 1925. In this month the limits within which the average price for the month will probably fall are given as approximately \$15.40 to \$17.00.

This prediction may be all right in theory, but it is difficult to believe that it will work out in practice. While industrial buying power

## THE NATIONAL PROVISIONER

25

may be able to consume product from such high-priced hogs, it is doubtful if it will show a disposition to do so. There has been no wild scramble evident for product from \$13 and \$14 hogs.

Even though some packers are short on certain cuts, stocks of meat for the industry generally are plentiful in the light of demand. In addition to this, these peak prices are predicted for hogs during a period when grass beef marketings are at their height, and great quantities of this perishable product will be forced into consumption.

This competitive meat cannot fail to have an influence on demand for pork products, especially when the latter must be sold at such a high price.

It is not likely that packers could pay such prices as the Bureau indicates to fill their current needs, and surely they would not put down product at these prices, as it would be coming out of cure at a season of heavier runs.

The Bureau seems to view the situation from the standpoint of return to the producer, and to indulge in an over-optimism which packers might make a grave mistake to accept too seriously.

## Why Give Away Beef?

An unsatisfactory condition in the fresh beef market has prevailed for some time, and packers find themselves in the position at times of practically giving away beef.

On the face of the matter this appears strange, with a \$15 top on the cattle market. This high price being paid for cattle is for the fancy fed kind, and there are so few of these coming to market that packers vie with each other for these fine cattle to take care of their hotel, club and resort trade.

But the story of the commoner cattle is different. There are more of these than the trade demand will absorb. Packers have been buying from day to day in the hope that they could be moved into consumptive channels without loss.

Beef is so perishable that it cannot be held for any length of time, or placed in cure. It must be sold.

This being true, packers take a long chance when they buy cattle without having a pretty fair idea where they can be sold in carcass a few days later. This long chance has resulted in loss to many.

Cattle producers evidently watch the top market price, and lose sight of the price medium and common cattle are selling for. Seeing only the attractive tops, they have shipped large numbers of cattle showing little or no feed, and have glutted the market on a slow dressed beef demand. The approaching runs of Western grass

cattle promise to further complicate the situation, unless feeder buyers show early and strong activity.

But regardless of the position feeders take in this matter, if packers do not "buy right" they can not expect to "sell right". Right selling principles are difficult to apply to an oversupply of fresh beef that must be moved in a specified length of time.

Why buy cattle just to dump the beef? Why participate in throat-cutting practices just to keep a certain place in the trade? Either will multiply the minus signs and put the beef department "in the red."

"Buy right" and "sell right" principles are just as applicable in the beef department as in the hog department. In fact, they are even more so, because of the perishability of the product.

## To Help Meat Sales

A series of 12 attractive four-color leaflets on meat has been prepared by the Department of Public Relations and Trade of the Institute of American Meat Packers, for use by members in promoting the sale of their products.

The leaflets are of a convenient size, so that they can be placed in packaged meats, mailed direct to consumers, or given in quantity to retailers for distribution to their trade. They not only advertise meat and its nutritive value, but they furnish the housewife real aid in preparing her daily menus.

Each leaflet is done in color, showing the particular meat discussed in an appetizing way, and several recipes are furnished for its preparation.

The leaflets cover the following subjects, in the order named: "Bacon—good for any meal"; "Meat's food properties"; "Sausage—a kind for every taste"; "Hams and Bacon—appreciated Christmas gifts"; "Meat and cold weather"; "Getting the most for your meat money"; "Why meat prices rise and fall"; "Ham—the year 'round food"; "If hogs were all pork chops"; "Meat's value in warm weather"; "Meats that are ready-to-serve"; "Meat's digestibility."

Arrangement is made for the name of the distributing packer to be printed on each folder. The leaflets are available to member companies at a very nominal figure.

Seldom has opportunity been offered individual packers to advertise their finished product, and at the same time help increase meat consumption, in such attractive form and at such low cost as is done in this series of leaflets.

# PRACTICAL POINTS FOR THE TRADE

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## Mortadella Sausage

A packer in Pennsylvania has already had such good results from assistance given him by THE NATIONAL PROVISIONER that he writes for help in an entirely different direction. He says:

**Editor The National Provisioner:**

First of all, we want you to accept our sincere thanks for the "Smoked Meat Tests" you made up for us.

We have given this table a thorough try-out, and find it far superior to the one we were using. Through the method you suggested we now know just exactly where we stand, and have been enabled to get ourselves in line as to what is considered a normal smokehouse shrinkage.

We want to make mortadella sausage. Can you give us a recipe? If you can help us in this line also we will greatly appreciate it.

Following are two formulas for mortadella, both of which have been used with excellent results:

### A Good Commercial Formula.

For the first of these use—

Meats:

115 lbs. fresh 95% lean pork trimmings.

10 lbs. fresh back fat.

25 lbs. fresh veal or beef trimmings.

Seasoning:

5 lbs. salt

1 oz. nitrate of soda or saltpeter

12 oz. granulated sugar

5 oz. ground white pepper

2 oz. peeled garlic

1 lb. curacao

8 oz. alcohol

8 oz. edible gelatine

**Mixing.**—Grind beef or veal through 7/64 in. plate of hasher and lean pork trimmings through 3/8 in. plate of hasher. Cut the back fat by hand in 5/8 in. cubes.

Weigh off beef or veal and pork trimmings in proper proportion. Put beef or veal in silent cutting machine and chop for about 3 minutes, adding seasoning. Then add lean pork trimmings, and chop all together for about 3 minutes more, making the total chopping time about 6 minutes.

When meat is drawn out of cutting machine into truck, place the back fat cubes close together on each layer of meat, about 2 inches of meat between each layer of fat.

**Spreading.**—Place in cooler at a temperature of 36 to 40 degrees, and spread on pans or shelf boards in layers about 6 in. in thickness. Hold in this cooler for 48 hours minimum and 72 hours maximum. Temperature must be kept uniform, not over 40 degrees and not under 36 degrees. At the expiration of the above time, take to stuffing machine.

**Stuffing.**—The filling of the stuffing machine is very important. The meats must be packed into the machine very tight, to avoid air pockets in the product.

Stuff in small dried beef bladders, which are to be soaked in luke warm water for about one and one-half hours, changing the water twice before using the bladders.

Stuff bladders to full capacity; put two wooden skewers through neck end of the bladder, and tie one end of string around

neck of bladder underneath the wooden skewer. Use 6-ply jute twine. Then wrap string around the bladder lengthwise and crossways. Tie the other end of string around the neck of bladder again, forming a loop to hang on smoke stick.

It is very important that a uniform size of bladder be used. If the bladders run irregular in size, grade for size on stuffing bench after stuffing, and hang on separate sticks and trolleys preparatory to steam house and dry room processes.

As soon as product is stuffed, place in cooler at 36 to 40 degrees temperature and allow to hang for about 24 hours.

**Drying.**—This product is not smoked. Therefore do not use hardwood or hardwood sawdust. The house must be equipped with steam coils around sides and end walls, also one coil around fire pit of steam house.

Process with dry heat, starting house off at a temperature of 120 degrees for first 12 hours; then gradually raise temperature of steam house to 155 to 160 degrees and hold at this temperature until finished.

The required time on small beef bladders should be about 4 hours at the high temperature. On large size bladders, increase the time in steam house.

Under federal inspection regulations, if an inside temperature of 138 degrees is reached in the steam house, it will not be necessary to carry in the dry room for 21 days.

If the product is intended for export shipment, however, it will require about 5 weeks in dry room to properly dry under favorable weather conditions.

If placed in dry room, hang in sections, carefully spreading so that the pieces of sausage do not touch, and allow good air

circulation but no draft. After the first two weeks the product will stand considerable ventilation.

It is customary to tie a tag showing the brand name around the neck of each bladder when shipping. It is packed in 50 lb. lots unless otherwise specified.

In packing, place one sheet of veneering on bottom of box and between each layer of sausage.

### Another High-Grade Formula.

A second formula for the manufacture of a high-grade Mortadella requires very careful selection of the meats.

**Meats.**—Very lean pork, cut from hams and free from sinews and fat, should be used. It is best to take only the best part of the ham.

The beef should be selected from beef rounds, also free from sinews and fat.

For the fat, use pork jowls or neck fat, as it is sometimes called. Part of the jowls are streaked with lean meat and contain glands. The top part of the jowl is clear fat, and only this fat should be used.

Always see that the meats are thoroughly chilled before chopping and handling.

For each 100 lbs. of meat, use—

55 lbs. lean ham meat

30 lbs. lean beef

15 lbs. pork jowls or neck fat.

**Mixing.**—The pork jowls are cut in 1/2 in. cubes. The beef (but not the pork ham meat) is ground through the 1/8 in. plate of the grinder. It is then chopped in the silent cutter. It is important that the knives be very sharp.

Put the whole pork in the silent cutter and chop for 2 or 3 revolutions of the bowl, and then add the beef and chop very fine about 4 minutes. The seasoning is not added while the meat is being chopped.

**Seasoning.**—Put the chopped meat in the mixer with the cubed jowl meat and add the seasoning per 100 lbs. meat as follows:

8 oz. ground white pepper

8 oz. sugar

2 oz. saltpeter or nitrate of soda

1 oz. garlic

2 oz. whole white pepper

3 lbs. salt

Mix 3 minutes, until the meat is a stiff and tacky mass.

Spread on a board or pans not over 8 in. deep and move to cooler.

Hold in cooler from 24 to 48 hours at 38 to 40 degrees temperature.

**Stuffing.**—Stuff in beef bladders, medium and small size. The best bladders to use are those that have been simply salted. Fresh ones may also be used.

If dried bladders must be used, soak them in lukewarm water for a few minutes, then salt them down till the next morning. Rinse off salt and they are ready to use. They are tied and roped similar to minced ham.

**Drying.**—Hang in the cooler for 24

## Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp:

The National Provisioner:  
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Sausage Spoilage."

Name .....

Street .....

City .....

Enclosed find 2 cent stamp.

hours. Then hang in a steam house. This room is built just like a smokehouse. It should be inside a building, so that the weather will not affect the temperature of the inside room.\* This room is equipped with steam coils, preferably a number of separate coils that can be operated separately. This will insure a more even and easier controlled temperature.

Turn on the steam, and during the first four hours use but very little steam, gradually raising the temperature up to 120 degrees F. This will cause them to dry properly. Then increase the temperature to 150 degrees at the end of 30 hours. It will take about 30 hours to cook the product (8 to 10 lb. size) this way. The inside temperature of the sausage must be 138 degrees F. (U. S. government regulations).

When the mortadella is taken out of the steam house it should be covered with a cloth so that it does not dry and cool too quickly.

If there is no steam house handy, this sausage may be cooked in a gas smokehouse, without smoke (only heat) with good results.

If a dry product is desired, hang the sausage in a dry room.

\*Modern systems of air conditioning and humidity control make the manufacturer independent of weather conditions. With the sausage department equipped with air-conditioning apparatus, the sausage-maker can control this situation.—EDITOR.

## Don't Make Poor Sausage

A small Southern packer is interested in a better utilization of certain of his offal products. He writes as follows:

Editor The National Provisioner:

Please advise what uses the various sausage makers make of beef lungs.

Beef lungs have little or no value except as a filler. They are not used in federal-inspected houses.

They have been used in the past in some of the smaller establishments in the manufacture of a cheap grade of liver sausage, sausage in oil, or some other cheap product. They are not used in any sausage in which a pretense of quality is made.

In fact, they are not recommended at all for use in sausage. It is quality that sells sausage. The effort to save money or increase profit by the use of material which does not make the product tasty or

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attractive always results in a decrease in demand.

One poor sausage product will hurt business in the whole line, just as one poor sausage-maker in a town will hurt business for every sausage-maker in that territory.

## Lard from Frozen Bellies

A provision dealer in the West wants to know how to make lard out of frozen bellies. He says:

Editor The National Provisioner:

Would you kindly give me some information on frozen bellies in prime steam lard. How do you get away from the red color and still retain the flavor?

The practice of converting bellies into lard, in view of the present price of the two products, is a rather questionable one, from an economic point of view. However, if for some reason it is desirable to render the bellies, the following practice should give good results.

Thaw out the meat by spreading out in a room around 50 to 60 degrees temperature, keeping in this room until the meat is thoroughly thawed. Then hash up, using about a  $\frac{1}{2}$  in. plate on the hasher.

About 30 lbs. of steam should be put on the jacket of the kettle and the product cooked very slowly. It will require 4 to  $\frac{1}{2}$  hours to cook a batch of lard.

Use 10 lbs. of bicarbonate of soda to 1,000 lbs. of hashed bellies. This should give a nice white lard.

## Hams Shipped in Borax

A subscriber in Great Britain wants information on handling hams which have been shipped packed in borax. He says:

Editor The National Provisioner:

We handle a lot of Canadian and American hams, which arrive in this country packed in borax. We are experiencing some difficulty in eradicating the borax. Can you help us by telling us the best method?

At present we wash hams in warm water as soon as they are unpacked, then scald and leave them in warm water for about three hours, after that in cold running water for five or six hours.

The practice of placing boraxed hams in warm water at a temperature of 60 to 70 degrees for a period of two or three hours would seem satisfactory.

Scalding the hams is not recommended, as it would not eradicate the borax.

American hams, especially, are not cured in borax, but are rubbed with borax at the time of shipment. In view of this, the condition is only external, and soaking for a few hours in warm water at 60 to 70 degrees should bring about the desired result.

After soaking, remove from vat and scrub thoroughly with a brush. Then rinse off and place in cold water long enough to chill the hams.

Do you use this page to get your questions answered?

## Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Marks Granted" have been registered, and are now the property of the applicants.

### TRADE MARK APPLICATIONS.

**Louis Pfaelzer & Sons, Chicago.** For ham, bacon and lard. Trade Mark: SUN. Application serial No. 209,036. Claims use since 1864.



**William A. Doe Co., Boston, Mass.** For ham and bacon. Trade Mark: The essential feature of the trade mark is a picture of a doe's head. Application serial No. 196,369. Claims use since April 25, 1924.

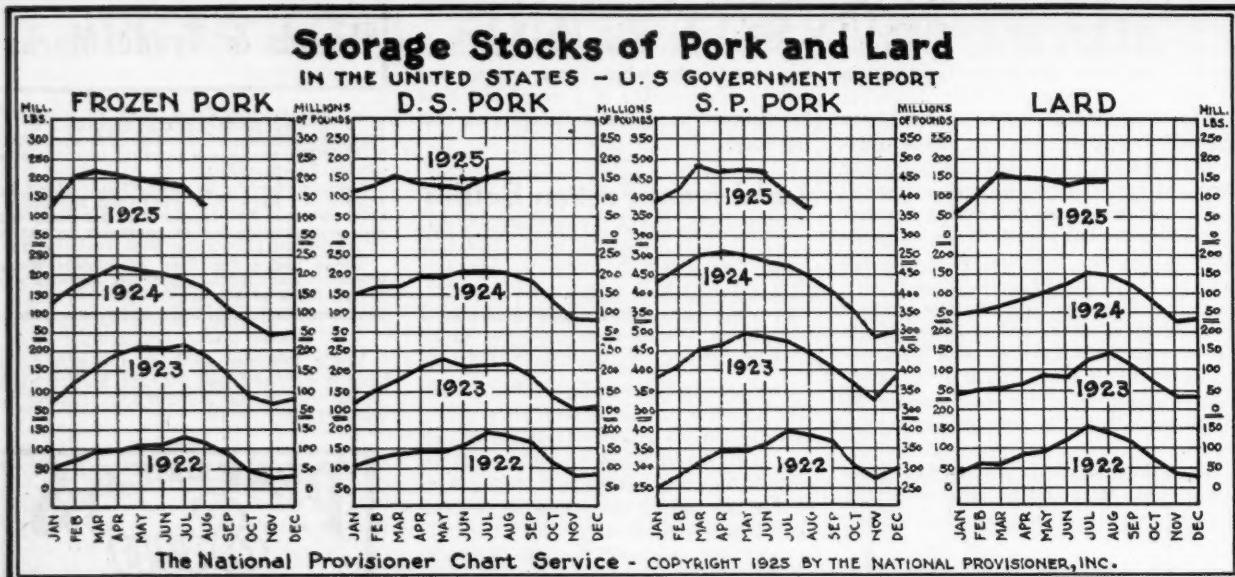
**John F. Jelke Company, Chicago.** For oleomargarine. Trade Mark: FANCY CAKE MIXTURE. Application serial No. 207,359. Claims use since January 1, 1910. For oleomargarine. Trade Mark: FANCY PIE MIX. Application serial No. 207,370. Claims use since March 1, 1924.

**White Packing Company, Salisbury, N. C.** For bacon, sausage, lard, hams, shoulders, spare ribs, chime, pork chops, scrapple, hogshead cheese, pigs' feet, dried beef hams and sliced dried beef. Trade Mark: WHITE SEAL. Application serial No. 209,188. Claims use since Nov. 22, 1923.



**The Standard Packing Company, Los Angeles, Calif.** For ham and bacon. Trade Mark: POINSETTIA. Application serial No. 214,570. Claims use since April 11, 1919.

**Packing House Chemists**  
**CHEMICAL & ENGINEERING CO - Manhattan Building - CHICAGO, ILL.**



This chart in THE NATIONAL PROVISIONER DAILY MARKET SERVICE series shows stocks of provisions on hand in warehouses of the country for the first seven months of the year, with comparisons for the three years previous.

Stocks of all meats show a decline from those of a month ago, but lard shows a slight increase. All stocks are below those of a year ago and below the five-year average on August 1.

The decline in stocks from those of a year ago are not as sharp as could logically be expected, in view of the decline in hog receipts. Approximately 850,000,000 lbs. less pork came to market the first six months of the year than in the same period last year, and exports of meat and lard for the year to July 1 show a decline of 265,586,000 lbs.

The export situation has been a strong influence throughout the year. Packers have hesitated to ship large quantities on consignment, as the buying power abroad was not good and the expectation was that hogs would be so scarce there would be no difficulty in disposing of the product at home at a good price.

There has been some export demand for certain quality products that could not be met because of the light hog run and poor quality of many of the hogs. On the other hand, the demand for lard has been very slow and lard stocks are in an unsatisfactory condition.

Hoped-for export demand and actual and anticipated declines in the hog runs have made a market so strong that consumptive demand has not kept up its usual pace. If domestic trade channels had been as strong as they were a year ago, storage stocks would have shown a decline of more than half a billion pounds instead of the less than 150,000,000 pounds actually evident.

Expectation rather than actuality has held the hog market to its high price level. So far expectation has not been fully realized. It will not be, unless consumptive demand shows greater strength before the fall hog runs open up.

#### STOCKS IN COLD STORAGE.

The figures on which the above chart is based are as follows, in pounds:

1922.

	Frozen pork	S.P. pork	D.S. pork	Lard
Jan.	... 51,203,000	252,826,000	111,071,000	47,541,000
Feb.	... 71,722,000	284,487,000	128,689,000	61,202,000
Mar.	... 88,218,000	321,950,000	189,281,000	61,297,000
Apr.	... 98,765,000	347,275,000	145,182,000	86,031,000
May	... 103,907,000	348,304,000	142,030,000	96,055,000
June	... 114,571,000	362,395,000	157,689,000	123,798,000
July	... 117,903,000	391,474,000	165,826,000	165,259,000
Aug.	... 117,903,000	398,226,000	178,856,000	143,554,000
Sept.	... 84,815,000	329,157,000	155,068,000	119,755,000
Oct.	... 46,798,000	315,617,000	122,728,000	75,338,000
Nov.	... 30,688,000	278,811,000	85,671,000	86,750,000
Dec.	... 33,774,000	302,708,000	83,017,000	82,506,000

1923.

	Frozen pork	S.P. pork	D.S. pork	Lard
Jan.	... 72,278,000	377,107,000	121,126,000	48,806,000
Feb.	... 120,196,000	412,806,000	155,822,000	56,266,000
Mar.	... 137,377,000	441,270,000	178,024,000	59,101,000
Apr.	... 151,000,000	469,130,000	200,400,000	64,433,000
May	... 212,224,000	490,120,000	206,728,000	85,251,000
June	... 210,645,000	483,672,000	214,453,000	84,530,000
July	... 217,074,000	473,560,000	217,862,000	123,896,000
Aug.	... 195,002,000	449,441,000	221,716,000	143,378,000
Sept.	... 148,753,000	415,798,000	191,711,000	115,860,000
Oct.	... 98,715,000	367,374,000	146,974,000	72,608,000
Nov.	... 71,640,000	325,456,000	106,850,000	35,225,000
Dec.	... 52,065,000	384,604,000	110,824,000	35,317,000

1924.

	Frozen pork	S.P. pork	D.S. pork	Lard
Jan.	... 120,783,000	452,720,000	147,487,000	49,622,000
Feb.	... 162,000,000	485,240,000	168,411,000	56,161,000
Mar.	... 190,428,000	500,656,000	192,034,000	57,577,000
Apr.	... 227,284,000	512,130,000	192,034,000	85,722,000
May	... 215,767,000	500,682,000	191,882,000	102,817,000
June	... 201,728,000	482,372,000	206,009,000	127,948,000
July	... 195,586,000	473,914,000	212,155,000	152,529,000
Aug.	... 184,461,000	442,795,000	202,002,000	150,243,000
Sept.	... 121,815,000	405,928,000	180,127,000	124,676,000
Oct.	... 77,986,000	351,485,000	135,702,000	83,198,000
Nov.	... 42,857,000	285,516,000	81,996,000	31,706,000
Dec.	... 48,656,000	300,264,000	76,900,000	35,042,000

1925.

	Frozen pork	S.P. pork	D.S. pork	Lard
Jan.	... 128,585,000	396,414,000	117,982,000	60,243,000
Feb.	... 200,298,000	443,352,000	136,478,000	112,607,000
Mar.	... 232,131,000	454,349,000	150,679,000	152,485,000
Apr.	... 218,715,000	466,028,000	142,660,000	150,044,000
May	... 201,246,000	467,395,000	145,548,000	151,498,000
June	... 180,645,000	425,481,000	142,292,000	188,295,000
July	... 168,527,000	407,610,000	162,618,000	145,919,000
Aug.	... 131,807,000	374,193,000	184,473,000	146,270,000

Supplies of hogs were heavier in both England and Ireland, the former at 9,586, exceeding any week since June 10.

#### GERMAN LARD MARKET DROPS.

Lard at Hamburg dropped 57 cents per 100 pounds to \$20.00 for the week of August 5, according to W. A. Schoenfeld, Berlin representative of the U. S. Department of Agriculture. The preceding week's quotation, which was the peak of the upward swing in progress during July, was the highest point reached during 1925.

Hogs at Berlin were also easier at \$18.04 per 100 pounds, with receipts of hogs at 14 markets totaling 52,527 for the week, an increase of nearly 20,000 over the preceding week and the highest number since the week of June 10.

#### BRITISH MEAT IMPORTS.

Imports of frozen meat into Great Britain for the week ending July 27, 1925, according to a cable to the U. S. Department of Commerce, were as follows:

From Australia, 2,913 carcasses of lamb and 54,360 quarters of beef. From New Zealand, 83,303 carcasses of mutton, 193,479 carcasses of lamb and 14,801 quarters of beef. From South America, 70,265 carcasses of mutton, 88,890 carcasses of lamb, 26,116 quarters of frozen beef and 129,022 quarters of chilled beef.

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Prices Steady—Hog Movement Moderate —Hogs Steady—Exports Fair—Domestic Trade Maintained.

Developments in the provision market have been narrow and uninfluential during the past week, resulting in a very limited drift in the price movement. The market eased off a little, then steadied and has been without special feature during the week.

Futures have been influenced by hogs, and hogs have been steady, while distribution has not been affected one way or the other sufficiently to be reflected into the market as a deciding price factor.

#### Good Demand for Fresh Meats.

The shipment of products of all kinds from packing centers continues good and the movement of fresh meats seems to be very well maintained for the season. This demand for fresh meats of all kinds is helping materially in the returns to the packers, while the maintenance of the price of hogs and the general price of products is enabling considerable of the old inventory to be worked off at a good profit.

When this is worked off and when the new stock is piled up at the prevailing hog price which has been held over 13c for the past six weeks, there may arise a question as to the merchandising of this accumulation of product.

Hogs for the past month and a half have moved above 13c. In the swing up on the recovery, prices broke above the 13c level the third week in June, and on only one day since has the price been below that figure, most of the time holding between 13½c and 13¾c.

#### Hard to Get Price on Product.

This maintained steadiness makes for a high priced product of all kinds, and it has been difficult to move some of the product at a price commensurate with the cost of the hogs.

Considerable attention was paid to the Government report on feedstuffs. The drop of 145,000,000 bu. in the corn crop was in part offset by an increase of 95,000,000 bu. in the oats crop, but on the other hand the hay crop took another decrease, and the total is 21,000,000 tons less than last year.

The question of the effect of the scarcity of hay on the price of oats and other cattle feedstuffs may have a good deal of bearing on the price of cattle, and in that way be reflected more or less directly in the hog price.

The losses in the corn crop were largely in the sections west of the Missouri, Kansas declining 24,000,000 bu., Nebraska 56,000,000 bu., South Dakota 20,000,000 bu., while there were very general gains east of the Missouri, and particularly east of the Mississippi. There were some losses in other states, tending to round out the full decrease.

In the past few days a very general

rain over the leading corn states has without question tended to check the deterioration in corn and will materially increase the late feed stuffs and pasture condition.

#### Export Movement Continues Slow.

The export movement shows no particular change. It is slow and disappointing.

The developments the past week have shown a little gain in the demand for lard, and the fact of any improvement at all has been discussed very generally. The situation is being watched most carefully for any continuation of what would look like a good buying movement. In addition to this there have been rumors the past week of buying of lard futures for foreign account.

On the other hand there have been cable inquiries at the seaboard asking about the cottonseed oil situation and whether there was likely to be any considerable cottonseed oil for export from

#### PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending Aug. 8, 1925, with comparisons, are reported by the U. S. Department of Commerce as follows:

Hams and Shoulders, including Wiltshires.					
	July 1, 1925*				
	Aug. 8,	Aug. 9,	Aug. 1,	Aug. 8,	
	1925.	1924.	1925.	1925.	
M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	
Total .....	2,422	2,851	2,671	175,829	
To Belgium .....				5,881	
Germany .....				310	
Netherlands .....				613	
United Kingdom .....	2,226	2,486	2,411	148,583	
Other Europe .....	60			1,787	
Canada .....		120	37	5,278	
Cuba .....	111	222	183	9,889	
Other countries .....	25	23	40	3,538	

Bacon, Including Cumberlands.					
	July 1, 1925*				
	Aug. 8,	Aug. 9,	Aug. 1,	Aug. 8,	
	1925.	1924.	1925.	1925.	
M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	
Total .....	3,740	8,307	4,590	130,381	
To Belgium .....		513	175	8,879	
Germany .....	201	1,112		10,114	
Netherlands .....	293	763	338	2,330	
United Kingdom .....	2,556	3,423	3,946	84,436	
Other Europe .....	395	1,795	87	15,761	
Canada .....	144	65	30	1,562	
Cuba .....	57	448	1	11,818	
Other countries .....	4	188	13	2,105	

Lard.					
	July 1, 1925*				
	Aug. 8,	Aug. 9,	Aug. 1,	Aug. 8,	
	1925.	1924.	1925.	1925.	
M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	
Total .....	9,811	20,156	6,501	432,879	
To Belgium .....		25	75	8,429	
Germany .....	5,255	11,742	318	125,553	
Netherlands .....	222	1,884	526	24,176	
United Kingdom .....	1,958	2,690	2,873	141,687	
Other Europe .....	211	2,081	50	33,294	
Canada .....	25		58	4,542	
Cuba .....	1,115	1,353	1,474	48,166	
Other countries .....	1,025	381	1,127	47,031	

Pickled Pork.					
	July 1, 1925*				
	Aug. 8,	Aug. 9,	Aug. 1,	Aug. 8,	
	1925.	1924.	1925.	1925.	
M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	
Total .....	637	369	307	14,895	
To Belgium .....				49	
Germany .....				203	
Netherlands .....				99	
United Kingdom .....	253	232	48	2,009	
Other Europe .....	113	72		985	
Canada .....	242	25	182	3,816	
Cuba .....	18		17	2,382	
Other countries .....	16	40	60	5,352	

WEEK ENDING AUGUST 8, 1925.

	Hams and Shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Boston .....	271	32	7	5
Detroit .....	1,089	860	750	125
Port Huron .....	757	656	453	333
Key West .....	103	30	7	—
New Orleans .....	33	31	1,314	29
New York .....	163	2,131	6,517	95
Philadelphia .....				

\*Revised to June 30, including exports from all ports.

the new crop of cottonseed which is coming on.

#### New German Tariff Duties.

Cables the middle of the week stated that German duties would go into effect on August 26th, and there is a good deal of speculation as to how much the German demand can take and pay the duties, as proposed under the new regulations. There have been, however, some acceptances of foodstuffs, particularly flour for October and November.

The hog movement the past week was just about the same as last year with total hog packing for the week 459,000 against 468,000 the previous week and 499,000 last year, with the total summer season 12,876,000 against 17,027,000 last year, a decrease of about 4,250,000 hogs.

This has meant a reduction of nearly 150,000,000 lbs. of lard in the product and a decrease of about 600,000,000 lbs. of meats. This decrease in the production has been offset in a way by the decrease in the exports, particularly of lard. The demand for meats has been very steady for the domestic trade and notwithstanding the price the demand has been about sufficient to take care of the production despite the falling off in the shipments to Europe.

The hog-corn ratio continues very favorable, and for weeks past feeders have been able to make good returns out of their feeding operations. Reports are increasingly numerous that efforts are being made by the country to increase the breeding sows. There are intimations that the late summer and fall breeding will show very little decrease from last year.

There are some who believe that the low point in live hog production has been reached and passed and the production from now on will show a considerable increase until the profit on the hogs is eliminated through a break to a point which will eliminate any profit in feeding.

There are however a very large number of hogs raised throughout the country as part of the general farm operations and the farm economy which are raised regardless of the fluctuations in the relative hog-corn ratio.

**PORK**—The market is very steady but trade rather dull. Mess New York, \$41; family, \$44@46 and fat backs, \$40.25@43.25. At Chicago mess pork was \$38.

**LARD**—A steady market with a fairly good demand noted past week. At New York prime western, 18.10@18.20c; middle western, 18.00@18.10c; city, 17.34@18c; refined continent, 19c; South America 19.34c; Brazil kegs, 20.34c; compound, 14.4@14.4c.

At Chicago regular lard in round lots was .07½c under September; loose lard, .35c under September and leaf lard, .32½c under September.

**BEEF**—Demand fair and prices steady to firm. At New York mess quoted \$19@20; packer, \$20@21; family \$21@23; extra India mess, \$34@36c; No. 1 canned corned beef, \$2.75; No. 2, six-pound, \$17.50; pickled tongues, \$55@60, nominal.

SEE PAGE 37 FOR LATER MARKETS.

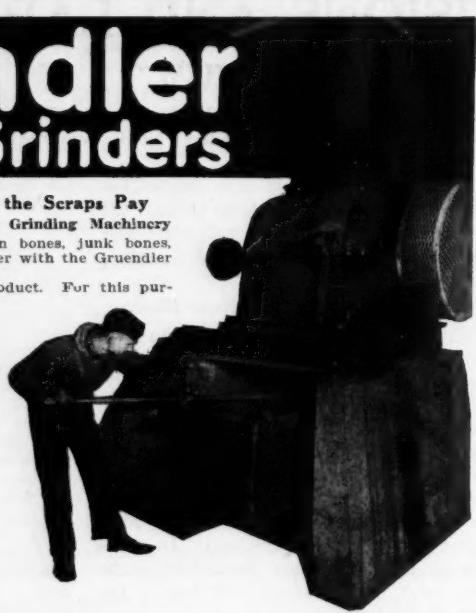
#### DANISH BACON EXPORTS.

Exports of bacon from Denmark for the week ending August 8, 1925, amounted to 3,980 metric tons, according to a cablegram to the U. S. Department of Commerce. Of this amount, 3,920 metric tons went to England.

August 15, 1925.

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### WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, August 13, 1925, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
FRESH BEEF:				
STEERS:				
Choice	\$20.00@22.00	\$21.00@22.50	\$21.00@23.00	\$20.00@22.00
Good	17.00@19.50	17.50@20.00	16.00@19.00	18.00@20.00
Medium	13.00@16.00	13.50@17.00	12.00@16.00	12.00@16.00
Common	9.50@12.00	11.00@13.00	9.00@12.00	9.00@12.00
COWS:				
Good	12.00@14.00	11.00@12.00	13.00@14.00	11.00@12.00
Medium	9.00@11.00	9.00@11.00	11.00@13.10	10.00@11.00
Common	7.00@8.00	8.00@9.00	9.00@11.00	8.0. @ 9.50
BULLS:				
Good	8.00@8.50	.....	.....	.....
Medium	7.00@8.00	.....	.....	.....
Common	.....	.....	.....	.....
*FRESH VEAL:				
Choice	20.00@21.00	.....	22.00@25.00	19.00@20.00
Good	17.00@19.00	.....	18.00@22.00	17.00@18.00
Medium	13.00@16.00	12.00@15.00	15.00@18.00	15.00@16.00
Common	9.00@13.00	9.00@12.00	12.00@15.00	13.00@14.00
FRESH LAMB AND MUTTON:				
LAMB:				
Choice	28.00@30.00	27.00@28.00	28.00@29.00	28.00@30.00
Good	26.00@28.00	25.00@27.00	26.00@28.00	26.00@28.00
Medium	23.00@25.00	23.00@25.00	23.00@26.00	23.00@25.00
Common	18.00@22.00	20.00@22.00	20.00@23.00	18.00@22.00
MUTTON:				
Good	13.00@16.00	13.00@15.00	13.00@15.00	16.00@18.00
Medium	11.00@13.00	11.00@13.00	11.00@13.00	13.00@15.00
Common	9.00@11.00	8.00@11.00	9.00@11.00	8.00@13.00
FRESH PORK CUTS:				
LOINS:				
8-10 lb. avg.	27.00@29.00	27.00@28.00	30.00@32.00	28.00@31.00
10-12 lb. avg.	24.00@26.00	27.00@28.00	27.00@29.00	26.00@29.00
12-15 lb. avg.	22.00@24.00	23.00@25.00	24.00@26.00	23.00@25.00
15-18 lb. avg.	18.00@19.00	19.00@21.00	21.00@23.00	21.00@22.00
18-22 lb. avg.	17.00@18.00	17.00@18.00	20.00@21.00	19.00@20.00
HAMS: (skinned)				
14-16 lb. avg.	25.00@26.50	.....	.....	.....
SHOULDERS:				
Skinned	17.00@18.50	.....	19.00@21.00	19.00@21.00
PICNICS:				
4-6 lb. avg.	15.50@16.50	17.50@18.00	.....	20.00@21.00
6-8 lb. avg.	.....	17.00@18.00	.....	18.50@20.00
BUTTS:				
Boston Style	22.00@24.00	.....	23.00@25.00	23.00@25.00
SPARE RIBS:				
Half Sheets	12.50@14.00	.....	.....	.....
TRIMMINGS:				
Regular	15.00@16.00	.....	.....	.....
Lean	19.00@20.00	.....	.....	.....

\*Veal prices include "skin on" at Chicago and New York.

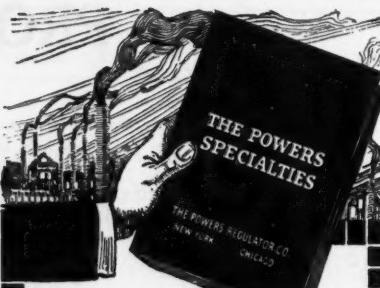
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### AUGUST 1 STORAGE STOCKS.

Stocks of meat and lard in storage in the United States on August 1, 1925, with comparisons, are announced by the U. S. Bureau of Agricultural Economics as follows, with comparisons:

	Aug. 1, '25 lbs.	July 1, '25 lbs.	5-Year-Av. Aug. 1, lbs.
Beef, frozen	26,972,000	36,452,000	45,001,000
Cured	11,737,000	14,605,000	11,438,000
In cure	10,939,000	10,497,000	9,144,000
Pork, frozen	131,807,000	168,527,000	157,639,000
D. S. cured	82,246,000	77,067,000	150,311,000
D. S. in cure	82,227,000	85,551,000	93,089,000
S. P. cured	153,676,000	172,642,000	135,791,000
S. P. in cure	220,517,000	234,968,000	247,328,000
Lamb and mutton, frozen	1,347,000	1,535,000	3,473,000
Misc. Meats	69,885,000	76,586,000	70,138,000
Lard	146,270,000	145,919,000	164,471,000

### MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Aug. 8, 1925, are reported officially as follows:

Point of origin	Commodity	Amount.
Canada—Veal carcasses	485	
Canada—Smoked pork	856 lbs.	
Canada—Veal livers	1,966 lbs.	
Canada—Beef tongues	1,022 lbs.	
Canada—Frozen pork trimmings	30,000 lbs.	
Denmark—Liverpaste (tins)	1,577 lbs.	
Norway—Bouillon cubes	100 lbs.	
So. America—Beef cuts	12,500 lbs.	
So. America—Corned beef, tins	248,000 lbs.	
So. America—Jerked beef	2,500 lbs.	
Ireland—Bacon	1,166 lbs.	
Ireland—Smoked hams	400 lbs.	

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New York Office:  
New York Produce Exchange

# Selling Chuck Steaks Over Mahogany Desks

Packers and Associations are trying to educate the public to the economy of eating more fore-quarter meats. It's an old problem—and the work deserves the support of every one in the industry.

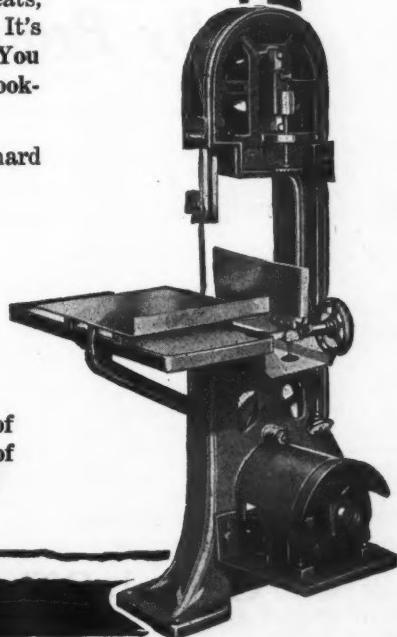
**There is one important fact which may have been overlooked—a very important fact—namely, that it requires a lot of hard work—yes, real hard work—to cut up a lot of chucks.**

It requires a lot of elbow grease—effort—time—to cut up chucks or fore-quarters. If you don't believe it, try it! It's a darn sight harder than pushing a pencil or swinging a golf club.

Here is some horse sense. Why should the clerk push the sale of fore-quarter meats, thereby causing him a lot of hard work? It's so much easier to cut something else. You get the idea, don't you? Clerks are not looking for the hardest work.

Now "Jim Vaughan" comes along. The hard work is eliminated—now it's a pleasure to cut up chucks and fore-quarter stuff. Where it formerly took minutes, a chuck steak or pot roast is cut in seconds. It's real fun now. No more hard work. Users write that they now sell more fore-quarter meats.

Now, Mr. Packer, did you ever think of "Jim Vaughan" as a practical solution of that problem?



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# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—The market the past week was about as dull as it could be, with little or no business heard of. But the undertone was steady to firm, with some producers inclined to ask for higher levels, while consumers continued to hold off, and were interested only at concessions.

At New York extra loose was quoted at 9 $\frac{1}{4}$ c; special, 9 $\frac{1}{2}$ c, and edible at 11 $\frac{1}{2}$ @ 11 $\frac{3}{4}$ c.

At Chicago edible was firm at 11 $\frac{1}{4}$ c, last paid, and 11 $\frac{1}{2}$ c asked; city fancy sold at 10 $\frac{1}{2}$ c; prime packer sold at 10c and 10 $\frac{1}{4}$ c asked; No. 1, 9 $\frac{1}{2}$ c paid for choice quality; No. 2 quoted 8 $\frac{1}{4}$ c, and prime country 9 $\frac{1}{2}$ c paid and asked.

At the London auction on Wednesday, August 12th, 908 casks were offered and 492 sold at prices unchanged to 1s 9d higher than two weeks ago, with mutton quoted at 48s 6d@50s; beef, 47s@50s 3d; and good mixed at 47s@47s 3d.

At Liverpool Australian tallow was six-pence higher for the week, fine quoted 47s 9d and good mixed at 47s.

**STEARINE**—The market was dull and easier, with prices off  $\frac{1}{4}$ c from the recent highs; demand limited, and offerings slightly larger. Oleo New York quoted 14 $\frac{3}{4}$ c.

At Chicago the market was steady to firm with oleo 15@15 $\frac{1}{2}$ c.

**OLEO OIL**—A stronger market developed, with little increase in demand and light and firmly held offerings. At New York extra was 17c asked; medium 15 $\frac{1}{2}$ c nominal, and lower grades 13 $\frac{1}{2}$ c asked.

At Chicago extra was quotable at 15 $\frac{3}{4}$ @ 16c, with offerings light and the market strong.

### SEE PAGE 37 FOR LATER MARKETS.

**LARD OIL**—The market was stronger with a better demand for choice grades while ordinary grades were unchanged and quiet. Firmness in raw materials continued a feature.

At New York edible was quoted at 21c; extra winter at 20 $\frac{1}{2}$ c; extra at 15 $\frac{3}{4}$ c; extra No. 1 at 14c; No. 1 at 13 $\frac{1}{4}$ c; No. 2 at 13 $\frac{3}{4}$ c.

**NEATSFOOT OIL**—A good demand in comparatively small lots, and strength in raw materials, made for a strong market in this oil. At New York pure was quoted at 15c, extra at 14c, No. 1 at 13 $\frac{1}{4}$ c, and cold test 17 $\frac{1}{2}$ c.

**GREASES**—A rather dull but steady market featured the greases the past week; tallow continued to hold, and as a result producers of greases in most cases were still inclined to hold firmly, as far as offerings were concerned.

On the other hand, buyers were less inclined to take hold, and were watching the talked-of easier tone in the cocoanut oil market. There was less inquiry for choice white grease, and offerings were a little freer.

On the whole sentiment was mixed, but there was no particular change in values. At New York yellow was quoted at 9 $\frac{1}{2}$ @ 9 $\frac{3}{4}$ c; choice house, 9@9 $\frac{1}{2}$ c; A white, 10c; B white, 9 $\frac{1}{2}$ @9 $\frac{3}{4}$ c; while choice white was reported to have sold at 15c.

At Chicago choice white grease was 13 $\frac{1}{2}$ c, last paid and asked; A white nominal at 10@10 $\frac{1}{4}$ c; B White, 9 $\frac{1}{2}$ @9 $\frac{3}{4}$ c; yellow top at 9 $\frac{1}{4}$ c; house offered at 9c; brown, 8 $\frac{1}{2}$ @8 $\frac{3}{4}$ c paid.

### LARD AND GREASE EXPORTS.

Exports of lard from New York, Aug. 1 to Aug. 12, were 10,176,191 lbs.; tallow, 20,000 lbs.; grease, 2,300,400 lbs.; stearine, 69,200 lbs.

### Packinghouse By-Products

#### Blood.

Chicago, August 13, 1925.

High-grade ground sold at \$4.65 River points, as well as basis Chicago, as high as any time this year. Supplies are exceptionally small for this time of the season, which accounts for current premium rates. South American high-grade ground brought \$4.35 c.i.f., and domestic crushed \$4.15 basis New York.

	Unit ammonia.	Per ton.
Ground .....	\$4.65@4.75	50.00@100.00
Crushed and unground .....	4.55@4.65	36.00@ 38.00
		36.00@ 40.00

#### Digester Hog Tankage Materials.

On the strength of a report that producers of 60 per cent protein digester would soon boost the price to \$65 per ton f.o.b. production point, the market for unground advanced 25c to 50c per unit over the recent low point. Several sales were registered at \$4 to \$4.25, with one fancy production at \$4.40. High-grade ground is held at \$4.50 to \$4.75, according to quality.

	Unit ammonia.	Per ton.
Ground, 10 to 12% ammonia.....	\$4.35@4.55	29.00@ 30.00
Unground, 11 to 13% ammonia.....	4.00@4.35	75.00@ 80.00
Unground, 7 to 10% ammonia.....	3.65@3.90	35.00@ 40.00

#### Fertilizer Tankage Materials.

With approximately 95 per cent of the tankage as produced by both large and small packers going into feeder channels, this branch of the trade, so far as the Middle West is concerned, is a nominal affair. This promises to continue until supplies show a marked increase. Even many of the renderers are now producing tankage suitable for feeding purposes, which has created a scarcity of the lower-grade materials. Buyers' chief interest is centered in nitrogenous and foreign high-grade ground animal offerings. Domestic hoof meal sold at \$3.75 basis Chicago, and the same price is asked f.o.b. Eastern points, while South American made \$4.35 c.i.f. Southern port. Ungraded cattle hoofs are still wanted at \$40 per ton, and pig toes at \$30, basis Chicago.

	Unit ammonia.	Per ton.
High Grade, ground, 10-12% ammonia.....	\$3.35@3.90	29.00@ 30.00
Lower grade, ground, 6-9% ammonia.....	3.10@3.40	75.00@ 80.00
Medium to high grade, unground.....	2.50@ 2.75	35.00@ 38.00
Renderers and lower grade, unground.....	2.50@ 2.75	35.00@ 38.00
Hoof meal .....	3.65@3.75	32.00@ 32.00
Grinding hoofs, pig toes, dry, per ton.....	33.00@33.00	23.50@28.00

#### Bone Meals.

The demand continues to keep pace with supplies and sellers are very firm in their asking prices. Unground 1 per cent and 65 per cent is held at \$26 for a year's contract, with most productions sold ahead to January first. Recent sales of 3 per cent and 50 per cent in bags was at \$27.50 River points, while unground is conspicuous by its absence. Foreign offerings are held at \$25 to \$26.50 c.i.f., but buyers have lower ideas. The chief call for raw bone meal is for feeding purposes, big packer productions, of very white color, held at \$50.

	Per ton.	Per ton.
Raw bone meal.....	\$35.00@40.00	3 $\frac{1}{4}$ @ 4 $\frac{1}{4}$
Steam, ground .....	30.00@35.00	7 @10
Steam, unground .....	28.00@28.00	8 @11

#### Cracklings.

As fast as offerings appear there is always some buyer who is willing to take the same at the highest price of the year thus far. It is reported that 50 per cent protein meat scraps will soon be advanced to \$70 per ton f.o.b. Midwest production points. Recent sales of hard pressed beef were at \$1.10 per unit protein basis Chicago, and expeller pork \$1 f.o.b. Northern Wisconsin point. The few cracklings offered east of Chicago are held at \$1.10 f.o.b. production points. Soft pressed pork

is wanted at \$80 per ton for the best, and \$50 for best grades of beef.

	Per ton.
Pork, according to grease and quality.....	\$75.00@85.00
Beef, according to grease and quality.....	47.50@65.00

#### Bones, Horns and Hoofs.

With most productions contracted to January first, along with scant injuries from foreign sources, this branch of the trade is nominal at the quotations found below.

	Per ton.
Horns, unassorted .....	\$50.00@100.00
Culis .....	36.00@ 38.00
Hoofs, unassorted .....	36.00@ 40.00
Round shin bones, unassorted .....	42.00@ 45.00
Flat shin bones, unassorted .....	40.00@ 42.00
Thigh and Buttach bones, unassorted .....	40.00@ 45.00

(NOTE.—Foregoing prices are for mixed carloads of materials indicated above.)

#### Glue and Gelatine Stock.

Calf stock brought \$30 per ton River point. Edible pig skin strips were held at 5 $\frac{1}{2}$ c a pound basis Chicago, against bids of 5c delivered. Horn pits are wanted at around \$25 delivered Chicago. Grinders are taking cattle jaw, skull and knuckle bones up to \$32 delivered Chicago, while the glue people limit their bids to \$30. Junk bones made \$25. Recent sales of sinews, pizzles and hide trimmings were at \$23.50 delivered Eastern points.

	Per ton.
Calf stock .....	\$29.00@ 30.00
Edible pig skin strips .....	75.00@ 80.00
Rejected manufacturing bones .....	35.00@ 40.00
Horn pits .....	25.00@ 30.00
Cattle Jaws, skulls and knuckles .....	30.00@ 32.00
Junk and hotel kitchen bones .....	23.50@28.00
Sinews, pizzles and hide trimmings.....	17.00@ 19.00

#### Animal Hair.

So far as the manufacturers are concerned, the spinners strike throughout the Middle West has been practically forgotten, with most factories now being back to a normal working basis. However, demand for all grades of hair is quite limited. On the other hand, supplies are very small. Coil dried summer is salable at \$70 per ton delivered Middle West points and Winter take-off around \$85. Processed Summer is held at 7c per lb. basis Chicago, with best counter-bids around 6 $\frac{1}{2}$ c. Dyed summer is held at 9 $\frac{1}{2}$ c. Cattle switches are wanted at 4c each basis Chicago for big packer take-off and 3 $\frac{3}{4}$ c delivered Eastern points for small packer. All price changes for offerings of horse hair tended downward.

	3 $\frac{1}{4}$ @ 4 $\frac{1}{4}$
Processed, lb. ....	7 @10
Dyed .....	8 @11
Cattle switches (110 to 100) each .....	3 $\frac{1}{4}$ @ 4 $\frac{1}{4}$
Horse tails, each .....	50 @55
Horse mane hair, green, lb. ....	12 @13
Unwashed dry horse mane hair, lb. ....	9 @20
Pulled horse tail hair, lb. ....	55 @70

#### Pig Skin Strips.

Big packer No. 1 tanner grades are held at 7 $\frac{1}{2}$ c per lb. basis Chicago, with buyers bidding 6 $\frac{1}{4}$ c. Small packer No. 1 grades are wanted at 5c delivered Middle West points.

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Aug. 12, 1925.—Bids of \$3.85 and 10c have been declined for ground tankage f.o.b. New York for prompt shipment. A small quantity is offered at \$3.90 and 10c, but most sellers are holding out for \$4.00 and 10c. Unground tankage is none too plentiful and when offered at any kind of a reasonable price is quickly sold.

Bone meal is very much in demand for prompt shipment and is scarce and high. Sales of unground dried fish scrap were made at \$4.70 and 10c f.o.b. fish factory Virginia to feeding buyers, but the fertilizer manufacturers cannot see anything to interest them at present prices.

## Production, Consumption and Stocks of Fats and Oils

Production of fats and oils, exclusive of refined oils and derivatives, during the three-month period ended June 30, 1925, according to a preliminary report of the U. S. Department of Commerce, was as follows: Vegetable oils, 402,373,487 pounds; fish oils, 8,672,693 pounds; animal fats, 478,809,499 pounds; and greases, 90,126,607 pounds; a total of 979,982,286 pounds.

Of the several kinds of fats and oils covered by this inquiry, the greatest production, 369,877,218 pounds, appears for lard.

Next in order is linseed oil with 169,979,532 pounds; cottonseed oil with 144,568,391 pounds; tallow with 107,105,200 pounds; cocoanut oil with 47,520,654 pounds; corn oil with 23,326,149 pounds; and castor oil with 12,034,030 pounds.

The production of refined oils during the period was as follows: Cottonseed 202,615,217 pounds; cocoanut 44,217,669 pounds; corn 14,871,423 pounds; peanut 1,753,269 pounds; and palm-kernel 174,260 pounds.

The data for the factory production, imports, exports and factory and warehouse stocks of fats and oils and for the raw materials used in the production of vegetable oils for the three-month period appear in the following statements:

### VEGETABLE OILS\*

	Factory operations for the quarter ended June 30, 1925, Production, lbs.	Factory warehouse stocks June 30, 1925, lbs.
Cottonseed, crude	144,568,391	22,068,840
Cottonseed, refined	202,615,217	260,131,079
Peanut, virgin and crude	4,090,593	3,138,592
Peanut, refined	1,753,269	2,963,472
Coconut, or copra, crude	47,520,654	49,700,866
Coconut, or copra, refined	44,217,669	14,678,903
Corn, crude	23,326,149	6,590,251
Corn, refined	14,871,423	8,806,097
Soya-bean, crude	91,057	5,478,541
Soya-bean, refined		1,641,200

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Olive, edible	4,875	7,769,603
Olive, inedible		2,339,729
Sulphur oil, or olive foots		7,243,252
Palm-kernel, crude		7,000,002
Palm-kernel, refined	174,260	1,360,970
Rapeseed		2,093,690
Linseed	169,878,832	126,888,065
Chinese wood or tung		23,662,332
Chinese vegetable tallow		3,172,105
Castor	12,034,030	5,402,392
Palm		18,382,675
All other	758,206	2,531,966

### FISH OILS\*

Cod and cod-liver	144,548	4,190,404
Menhaden	1,408,380	7,077,928
Whale	1,345,575	31,277,022
Herring, including sardine	5,132,940	8,004,126
Sperm	384,750	1,957,652
All other (including marine animal)	256,500	2,579,241

\*The data of oils produced, consumed and on hand by fish oil producers and fish canners were collected by the Bureau of Fisheries.

### ANIMAL FATS

Lard, neutral	11,396,167	6,510,273
Lard, other edible	858,571,021	110,905,543
Tallow, edible	11,393,553	3,944,150
Tallow, inedible	95,111,647	56,310,272
Neat's-foot oil	1,827,081	1,520,664

### GREASES

White	16,903,632	6,339,593
Yellow	15,293,836	10,203,797
Brown	10,384,000	7,015,798
Bone	7,163,039	1,947,348
Tankage	12,641,542	3,947,773
Garbage or house	20,630,861	9,600,967
Wool	853,259	2,342,748
Recovered	3,789,207	135,840
All other	2,458,222	2,354,918

### OTHER PRODUCTS

Lard compounds and other lard substitutes	248,855,272	17,599,062
Hydrogenated oils	83,596,677	10,067,921
Stearin, vegetable	4,609,763	1,652,568
Stearin, animal, edible	18,195,795	6,128,747
Stearin, animal, inedible	6,720,540	3,520,675
Oleo oil	39,361,749	12,956,422
Lard oil	8,486,571	4,755,547
Tallow oil	2,670,376	1,835,750
Fatty acids	29,177,938	8,899,848
Fatty acids, distilled	16,935,547	3,471,500
Rod oil	1,620,751	6,070,970
Stearic acid	6,300,081	2,489,783
Glycerin, crude 80% basis	25,247,483	8,177,901
Glycerin, dynamite	10,050,573	8,703,493
Glycerin, chemically pure	12,450,573	5,904,800
Cottonseed foots, 50% basis	35,026,702	9,016,259
Cottonseed foots, distilled	21,729,218	14,064,886
Other vegetable oil foots, distilled	8,539,341	1,421,331
Acidulated soap stock	11,347,189	13,114,490
Miscellaneous soap stock	556,419	540,932

### RAW MATERIALS USED IN THE MANUFACTURE OF VEGETABLE OILS

—Tons of 2,000 lbs.—		
Consumed		
April 1		
to		
June 30.		
On hand		
June 30.		
Cottonseed	.442,783	28,502
Peanuts, hulled	3,823	884
Peanuts in the hull	2,712	328
Copra	36,547	13,827
Coconuts and skins	804	90
Corn germs	46,250	552
Flaxseed	255,592	63,182
Caster beans	12,952	5,515
Mustard seed	289	968
Soya-beans	444	385
Olives	24	385
Other kinds	1,796	385

### IMPORTS OF FOREIGN FATS AND OILS QUARTER ENDED JUNE 30, 1925.

Whale oil	39,533,408	2,498,828
Cod and cod-liver oil	675,412	1,101,034
Other fish oils	2,067,777	816,681
Beef and hog fats	20,242,459	12,462,157
Wool grease	2,739,000	30,707,388
Grease and oils, n.e.s. (value)	34,940,962	28,186,270
Chinese wood oil or nut oil	34,940,962	28,186,270
Coconut oil	647,927	647,927
Olive oil, edible	34,659	206,120
Rape oil	2,623,395	2,623,395
Linen oil	6,128,927	6,128,927
Soya-bean oil	6,325,940	770,452
Vegetable tallow	2,423,564	1,833,577
Vegetable wax	1,833,577	3,975,675
Other vegetable oils	3,975,675	3,165,708
Glycerin	3,165,708	

### EXPORTS OF FOREIGN FATS AND OILS QUARTER ENDED JUNE 30, 1925.

### EXPORTS OF DOMESTIC FATS AND OILS QUARTER ENDED JUNE 30, 1925.

Pounds.		
Oleo oil	27,236,612	
Neat's-foot oil	278,512	
Other animal oils	4,063,988	
Fish oils	129,927	
Oleo stock	4,882,271	
Tallow	175,380,664	
Lard	5,782,907	
Lard, neutral	4,236,456	
Lard compound, containing animal fats	2,638,824	
Oleo and lard stearin	1,883,282	
Grease stearin	873,358	
Oleic acid, or red oil	111,476	
Stearic acid	371,272	
Oleomargarine, containing animal fats	186,612	
Other animal greases, oils and fats	20,326,855	
Coconut oil	4,812,916	
Cottonseed oil, crude	3,541,825	
Cottonseed oil, refined	6,479,950	
Linseed oil	577,055	
Soya-bean oil	62,952	
Corn oil	92,382	
Vegetable oil lard	35,365	
Vegetable oil lard compound	1,796,194	
Vegetable soap stock	1,644,544	
Other vegetable oils and fats	2,156,131	
Glycerin	370,503	

### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Aug. 11, 1925.—Latest quotations on chemicals and soapmaker's supplies:

Seventy-six per cent caustic soda, \$3.75 @3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16@4.56 per cwt.; 58 per cent carbonate of soda, \$2.04@2.44 per cwt.

Clarified palm oil in casks 2,000 lbs., 95%@9½ lb.; olive oil foots, 8½@8¾ lb.; East India Cochin cocoanut oil, 15¾ lb.; Cochin grade cocoanut oil, domestic, 12½ lb.; Ceylon grade cocoanut oil, 11¾ lb.

Prime summer yellow cottonseed oil, 13½@14½ lb.; soya bean oil, 13¾ lb.; red oil, 12@12½ lb.

Extra tallow, f.o.b. seller's plant, 9¾ lb.; dynamite glycerine, nom., 18¾ lb.; saponified glycerine, nom., 13¾ lb.; crude soap glycerine, nom., 12½ lb.; chemically pure glycerine, nom., 19@19½ lb.; prime packers' grease, nom., 9¾@9½ lb.

### DANES CAN COLOR MARGARINE.

A new Danish law permits the sale of colored margarine. Heretofore this product had to be sold white and thereby suffered a handicap both at home and in export.

European countries were not inclined to buy white margarine from Denmark when colored margarine could be imported from Holland and elsewhere, and Danish housewives objected to being forced to color the product themselves. The color prohibition was withdrawn beginning July 11.

### DUTCH MARGARINE TRADE.

There will be larger purchases in the United States during 1925 of raw margarine and neutral lard by Netherlands margarine refiners, according to E. A. Dow, American Consul at Rotterdam. Higher European butter prices have stimulated margarine consumption, with producers pushing sales in all continental countries, especially Germany, where the market has shown considerable strength.

### TEXAS COTTONSEED PRODUCTS.

(Special Wire to The National Provisioner.)

Dallas, Tex., August 13, 1925.—Prime cottonseed delivered Dallas, \$47.00; prime crude cottonseed oil, f.o.b. Dallas, 10c; 43 per cent cake and meal, \$40.00; hulls, 12½c; mill run linters, 4½@6c. Very good rains over north Texas and other parts of the state during the last few days. Very little trading.

### COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, Aug. 1 to Aug. 12, 35 bbls.

## VEGETABLE OILS WEEKLY REVIEW

**THE NATIONAL PROVISIONER** is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Trade Moderate—Market Easy—Scattered Liquidation—Shorts Best Buyers—New Crude Moving—Disposition to Watch Southern Developments.**

The cotton oil future market on the New York Produce Exchange the past week has been moderately active and irregular, with the undertone easy, the result of scattered long liquidation, limited support and a quieter cash demand.

Irregular action in outside markets had considerable influence at times, but sentiment on the whole remained very mixed, and about evenly divided.

However, the best demand came from shorts, and with an absence of important outside buying power, too much was left to the extent of the cash demand, which naturally fell off, following the recent heavy takings. As a result the market encountered difficulty in holding the bulges.

**Little Pressure on Market.**

There was no material pressure on the market, but there is a constant fear that liquidation in volume in September must eventually materialize, and this tends to restrict buying power.

The lard and cotton markets have been barely steady, the latter in face of what was looked upon as a bullish Government report. But it might be truly stated that in the main the oil market was paying little attention to anything but the new crop oil movement.

One of the leading local longs was a heavy seller of September this week, which was looked upon in some quarters as liquidation, and in others was regarded as hedging store stocks. It was said that store oil New York was freely offered to refiners and packers, without locating a demand, the refiners not being interested, while packers were said to have indicated that they have sufficient oil stocks to carry them along for some little time.

**Technical Position Weakened.**

This, it is believed, unsettled the bullish

ideas of some to some extent and, while the selling was absorbed by commission houses believed to be acting for leading refining shorts, nevertheless it was intimated that a good part of the buying was speculative covering, which it was felt further weakened the technical position of the market.

Less was heard of the store stocks here, the past week. It is difficult to get an accurate idea on the size of the remaining stocks here. But as some see it, there is at the present time only one possible source to dispose of further quantities, and that is to the eastern fish packers, unless another trade revival sets in, and the resellers who have been under-selling refiners dispose of their holdings.

The demand for compound the past week has been spasmodic, and not as good as of late, and some interests in the trade were of the opinion that unless betterment in the demand set in, price cutting would be noted within a short period of time.

**Watch Movement of New Oil.**

The most important feature of the cotton oil situation at the present writing is the possible movement of new oil between now and the end of September. To August 1st, the ginnings of cotton were the equivalent of 42,000 bbls. of new oil. Practically all of these ginnings were in the state of Texas.

From every trade source, advices indicate that the ginnings are progressing rapidly and that the movement of new oil is going to be free and early.

It has been estimated that about two hundred tanks of new oil have been sold, although not all shipped, as yet, by any means. On Monday of this week it was estimated that the mills placed fully forty tanks of new crude.

Texas August sold at 10 1/4c; southeast and Valley August at 10c, southeast and Valley first-week September about 9 3/4c, first-half September about 9 5/8c, while

Texas September sold at 9 3/8c and Valley September quoted at 9 1/4c.

**Low Oil Bids Hurt Seed Buying.**

Already there are intimations that on account of bids lower than these prices, the mills have begun to back away from new seed at the present quotations. This was taken as indicating that some of the holes were already getting filled up, although the scarcity of old oil in the south, especially in Texas, would not appear to justify this statement or belief, as being absolutely correct as yet.

Everyone is watching the movement of new oil. The outcome of the September delivery is believed to depend, wholly and solely, upon the new oil movement, as it is figured that every tank of oil that moves by the middle of September means just that much old oil available for delivery on September contracts.

It is hard to convince some of the best-posted people in the business that the leading refining short is not going to deliver several thousand barrels on September contracts, and in connection with the latter belief, an important factor identified with this refinery was credited with expressing bearish views on the market, in view of a three billion bushel corn crop and prospects for fourteen million bales of cotton.

There are some in the trade who are trying to inject the European fat conditions into the situation, but the past season has again proven that cotton oil is a domestic proposition, and that export business should not be relied upon, to any extent.

**Little Chance for Export Business.**

The only possible chance for export business is extremely low prices, which appear to be out of the question, with oil already selling five or six cents a pound under lard, and it is evident that as long as such a discount prevails, consuming demand, month by month, will run better than the average.

The hog movement the past week again dropped to well below last year, but the

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western slaughterings for the week of 459,000 compared favorably with 499,000 last year. The slaughterings for summer season to date, however, total about 12,876,000 against 17,027,000 last year.

The corn crop lost 140,000,000 bu. in promise the past month, but at 2,950,000,000 bu., is materially above the small crop of last year of 2,437,000,000 bu., and the corn price has been feeling, for the past week, the increased marketings of old corn, the result of the new crop prospect, and ideal moisture conditions over the belt since the Government report was compiled.

**COTTONSEED OIL**—Market transactions:

**Friday, August 7, 1925.**

	<b>Range</b>		<b>Closing</b>		
	Sales.	High.	Low.	Bid.	Asked.
Spot		1180	a	1200	
Aug.		1185	a	1195	
Sept.	4900	1185	1174	1181	a 1182
Oct.	400	1132	1125	1130	a 1134
Nov.		1080	a	1095	
Dec.	700	1091	1080	1087	a 1090
Jan.	400	1092	1090	1090	a 1092
Feb.		1095	a	1105	
Mar.		1105	a	1120	
Total sales, including switches,	6,400 P.				
Crude S. E. 10½ Bid.					

**Saturday, August 8, 1925.**

	<b>Range</b>		<b>Closing</b>		
	Sales.	High.	Low.	Bid.	Asked.
Spot		1168	a	1185	
Aug.	100	1180	1180	1168	a 1185
Sept.	2700	1180	1168	1168	a 1169
Oct.	900	1130	1117	1115	a 1120
Nov.		1065	a	1080	
Dec.	300	1083	1077	1075	a 1078
Jan.	600	1087	1079	1078	a 1081
Feb.		1083	a	1095	
Mar.		1090	a	1105	
Total sales, including switches,	4,600 P.				
Crude S. E. Nom.					

**Monday, August 10, 1925.**

	<b>Range</b>		<b>Closing</b>		
	Sales.	High.	Low.	Bid.	Asked.
Spot		1175	a	1185	
Aug.		1176	a	1186	
Sept.	3500	1174	1167	1173	a 1174
Oct.	2500	1129	1118	1126	a 1128
Nov.		1070	a	1080	
Dec.	600	1080	1073	1075	a 1078
Jan.	100	1077	1077	1079	a 1083
Feb.		1084	a	1086	
Mar.		1085	a	1110	
Total sales, including switches,	6,700 P.				
Crude S. E. Nom.					

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NEW YORK CITY

**BROKERS EXCLUSIVELY  
VEGETABLES OILS**

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Hardened Edible Cocoanut Oil

**COTTON OIL FUTURES**

On the New York Produce Exchange

**Tuesday, August 11, 1925.**

	<b>Range</b>		<b>Closing</b>		
	Sales.	High.	Low.	Bid.	Asked.
Spot		1165	a	1190	
Aug.		1165	a	1180	
Sept.	11600	1169	1163	1163	a 1164
Oct.	1900	1125	1119	1119	a 1121
Nov.	100	1074	1074	1070	a 1075
Dec.	300	1075	1070	1067	a 1070
Jan.	700	1073	1072	1071	a 1074
Feb.		1078	a	1080	
Mar.		100	1095	1085	a 1100
Total sales, including switches,	14,700 P.				
Crude S. E. Nom.					

**Wednesday, August 12, 1925.**

	<b>Range</b>		<b>Closing</b>		
	Sales.	High.	Low.	Bid.	Asked.
Spot		900	1156	1155	a 1170
Aug.		8400	1163	1155	a 1156
Sept.	2400	1121	1110	1113	a 1115
Oct.		1070	a	1180	
Nov.	600	1075	1066	1069	a 1074
Dec.	1400	1076	1071	1070	a 1073
Jan.		1077	a	1085	
Feb.		1092	a	1096	
Mar.		1092	a	1105	
Total sales, including switches,	13,700 P.				
Crude S. E. Nom.					

**Thursday, August 13, 1925.**

	<b>Range</b>		<b>Closing</b>		
	Sales.	High.	Low.	Bid.	Asked.
Spot		1130	1130	1129	a 1130
Aug.		1145	1145	1120	a 1128
Sept.		1151	1110	1117	a 1118
Oct.		1111	1090	1092	a 1093
Nov.		1065	1050	1050	a 1052
Dec.		1065	1040	1047	a 1049
Jan.		1068	1048	1054	a 1055
Feb.		1060	a	1070	
March		1085	1084	1075	a 1081

SEE PAGE 37 FOR LATER MARKETS.

**COCOANUT OIL**—The market was irregular with nearby oil very steady, with offerings firmly held and demand fair, while futures were easier, under larger offerings and limited demand; tallow continued in firm position and gives a rather steady undertone to the cocoanut oil market.

At New York Ceylon quoted, bbls., 11½ @11½c; tanks, 10¾c; tanks Pacific coast, 9½c; Cochin, bbls., New York, 11¾@12c; edible bbls., 12½@12¾c.

**SOYA BEAN OIL**—Limited offerings, dullness in demand, scarcity of supplies and a firm undertone were the features in this market. Oriental cables were strong. At New York crude barrels quoted 13c; tanks Pacific coast 11½c; Oriental shipment offers quoted 11¾c; Pacific coast basis.

**CORN OIL**—A moderate demand for crude, and an improved demand for refined corn oil, were noted the past week; as a result, the market was steady. At New York refined barrels 12@12½c; cases \$13.88; tanks f.o.b. mills, 10¾@10½c.

**PALM OIL**—A better demand for future shipments resulted in a firmer market. Spot oil continued scarce, and relatively strong. At New York Lagos spot quoted 9½c; August-September shipment, 9½c; Niger, spot 9c; shipment, 9c.

**PALM KERNEL OIL**—A routine de-

mand and limited offerings continued to make for a steady market and casks, New York, were quoted 10@10½c.

**PEANUT OIL**—Lack of supplies continued to keep this market in a purely nominal position.

**SESAME OIL**—With a lack of interest and lack of spot supplies the market continued a dull and nominal affair.

**COTTONSEED OIL**—While demand has quieted somewhat, offerings from first hands are moderate and resale oil was available somewhat below refiners' offerings. At New York refined barrels quoted 12½c, while store oil was still available around the September price. Texas August crude sold at 10¼c; southeast and Valley August, 10c and early-September, 9¾c, with later deliveries down to nine cents.

**NEW ORLEANS OIL TRADING.**

History was made in New Orleans on August 1, when future trading in refined cottonseed oil contracts was begun on the floor of the New Orleans Cotton Exchange. Contracts are for 30,000 lbs. of refined oil in bulk in licensed storage tanks in New Orleans and vicinity.

Ben J. Williams, vice-president of the exchange, in announcing the new step said: "We are about to undertake a momentous step in the commercial development of the South". He outlined the history of the development, and predicted that a great deal of good would come from this step, not only to the South, but to the whole country.

As soon as Mr. Williams had concluded his remarks, Col. Henry G. Hester, for over 50 years secretary of the exchange, brought down the gavel for the beginning of the first call. Col. Hester also presided at the first future call in the New Orleans cotton ring nearly half a century ago.

As soon as the call was started assistant secretary Henry Plauche relieved Col. Hester and conducted the call to the end. Trading was brisk, and the first transaction was found to be a sale of October by John F. Clark & Co. to Butler and Keene at 10.70.

Provision has been made for the clearing of all contracts through the New Orleans Cotton Exchange Clearing House Association.

**FACTS ABOUT STOKERS.**

Detroit Underfeed Stokers of the single retort type are described in a new 32-page bulletin just off the press. Among other items of interest to combustion engineers, the bulletin contains a number of fuel bed cross sections showing conditions of the fire with respect to air distribution and movement toward the dumps. One section of the book is devoted to the application of the stoker to both low and high-set boilers. Another section shows how twin settings serve very large boilers. Copies of this bulletin, which is No. 1018, are available upon application to the Detroit Stoker Company, General Motors Building, Detroit, Mich.

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# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Provisions dull and easy the latter part of the week. Commission house trade mixed; cash demand slow; hog receipts fairly liberal. Production of lard in July 118,936,000 lbs., as against 117,565,000 lbs. last year. Apparent July consumption, domestic and export, 118,821,000 lbs., compared to 180,413,000 lbs last year,

### Cottonseed Oil.

Cottonseed oil suffered a sharp break in latter part of week, due to general small liquidation in September, absence of support except by shorts, scattered liquidation on other positions. But no pressure appeared on late months, September losing part of its premium. No evidence of refiners' demand on breaks. September off a cent a pound from July high; crude demand weakening; prices easier in southeast. August sold 9½c; best bid 9¾c.

Quotations on cottonseed oil at Friday noon were: August, \$11.15@11.35; September, \$11.16@11.18; October, \$10.90@10.94; November, \$10.52@10.60; December, \$10.49@10.52; January, \$10.55@10.60; February, \$10.60@10.75; March, \$10.70@10.85.

### Tallow.

Tallow, extra, 9¾c sales.

### Oleo Oil and Stearine.

Oleo stearine, 14¾c.

## FRIDAY'S GENERAL MARKETS.

New York, August 14, 1925.—Spot lard at New York, prime western, \$17.90@18.00; middle western, \$17.80@17.90; city, \$17.75; refined continent, \$18.75; South American, \$19.75; Brazil kegs, \$20.75; compound, \$14.45@14.50.

### Liverpool Provision Markets.

Liverpool, August 14, 1925.—(By Cable.)—Shoulders, square, 87s; picnics, 83s; hams, long cut, 126s; hams American cut, 122s; bacon, Cumberland cut, 110s; short backs, 109s; bellies, clear, 128s; Wiltshires, 106s; Canadian, 120s; spot lard, 90s 6d.

### Hull Oil Market.

Hull, England, August 14, 1925.—(By Cable.)—Refined cottonseed oil, 48s; crude cottonseed oil, 44s.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to August 14, 1925, show exports from that country were as follows: To England, 71,463 quarters, to the continent, 36,980 quarters, to other ports, none.

Exports of the previous week were: To England, 50,920 quarters; to the continent, 44,507 quarters, to other ports, none.

### LIVERPOOL PROVISION STOCKS.

(Special Report to The National Provisioner.)

Liverpool, England, Aug. 1, 1925.

Stocks of provisions on hand at Liverpool, England, on Aug. 1, 1925, as estimated by the Liverpool Trade Association, are reported as follows, with comparisons:

	Aug. 1,	July 1,	Aug. 1,
	1925	1925	1924
Bacon, boxes	8,183	10,957	6,111
Hams, boxes	4,850	3,080	8,683
Shoulders, boxes	848	2,055	792
Lard, tierces, (F. S. W.)	1,954	2,134	692
Lard, refined, tons	6,734	5,116	3,645
Total	31,640	32,600	359,188

Imports into Liverpool for the month of July:

18,760 boxes bacon, including shoulders

18,880 boxes hams.

68,538 cwt. lard.

Approximate weekly consumption of Liverpool stocks is as follows:

	Bacon, boxes	Hams, boxes	Lard, tons
July, 1925	4,798	3,865	414
June, 1925	5,375	4,985	1,009
July, 1924	7,657	4,980	939

## TRADE GLEANINGS.

The fertilizer plant of the Walla Walla Meat and Cold Storage Company, Walla Walla, Wash., was recently damaged by fire to the extent of \$7,000.

The packing plant of the Gila Meat Company, Globe, Ariz., was recently destroyed by fire with loss of around \$60,000. President Emmett D. Reed has announced that the company will probably rebuild promptly.

Construction has been started on the new packing plant being erected in Tulsa, Okla., by Banfield Brothers. The first unit, which it is hoped to place in operation around September 1, will be used entirely for making sausage. The plant when finished will cost around \$100,000. The firm is composed of Frank, W. C. R. and R. C. Banfield.

A new meat packing plant is being built in Paducah, Ky., by Metzger Brothers at a cost of around \$50,000.

The city of Port Arthur, Tex., has called for bids on dismantling the city abattoir.

William Wint and Milton Wint have opened a new wholesale meat market in Williamston, Mich.

The new branch house of the Parker Webb Co., Detroit, Mich., in Oakland, Calif., has been completed and occupied by the company.

Union Packing Company has been incorporated in Louisville, Ky., with a capital stock of \$200,000 by J. F. Wharton, 416 Fayette Park, Lexington, Ky., and others.

Arkansas Fertilizer Company plans to double the capacity of its plant in Little Rock, Ark.

A new fertilizer plant is planned for Andalusia, Ala., by C. A. O'Neal, S. B. Milligan and R. N. McLeod.

The cottonseed oil mill being erected in Clint, Tex., by the Rio Grande Cottonseed Oil Company is rapidly nearing completion, and will be ready for operation around September 1.

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending August 8, 1925:

### CATTLE.

	Week ending Aug. 8.	Prev. week.	Cor. week.
Chicago	31,014	26,203	27,866
Kansas City	41,130	36,749	31,339
Omaha	19,900	20,538	22,125
East St. Louis	18,180	20,058	16,547
St. Joseph	11,590	14,444	10,676
Sioux City	7,456	7,848	8,511
Cudahy	897	898	947
Fort Worth	10,400	12,423	10,535
Philadelphia	2,012	2,091	1,906
Indianapolis	1,159	1,330	2,147
Boston	1,411	1,284	1,344
New York and Jersey City	10,057	8,582	7,866
Oklahoma City	5,406	6,870	7,938
Total	160,501	159,919	149,387

### HOGS.

	Chicago	Kansas City	Omaha	East St. Louis	St. Joseph	Sioux City	Cudahy	Fort Worth	Philadelphia	Indianapolis	Boston	New York and Jersey City	Oklahoma City
	85,500	95,900	33,522	32,262	21,156	32,856	5,502	11,085	8,051	16,089	2,999	31,589	3,218
	19,043	17,512	33,522	32,262	21,156	32,856	5,502	8,051	8,051	16,089	2,999	31,589	3,218
	35,446	32,262	21,156	21,156	16,089	30,741	5,502	8,051	8,051	16,089	2,999	31,589	3,218
	16,101	15,502	15,502	15,502	15,502	15,502	5,502	5,502	5,502	5,502	5,502	15,502	5,502
	34,282	32,856	32,856	32,856	32,856	32,856	5,502	5,502	5,502	5,502	5,502	32,856	5,502
	7,419	8,919	8,919	8,919	8,919	8,919	6,615	6,615	6,615	6,615	6,615	8,919	6,615
	12,666	11,085	10,762	10,762	10,762	10,762	413	413	413	413	413	10,762	413
	3,381	3,070	2,855	2,855	2,855	2,855	413	413	413	413	413	2,855	413
	9,051	11,551	13,738	13,738	13,738	13,738	413	413	413	413	413	13,738	413
	15,193	16,089	18,898	18,898	18,898	18,898	413	413	413	413	413	18,898	413
	7,967	7,900	11,319	11,319	11,319	11,319	413	413	413	413	413	11,319	413
	3,218	2,330	2,288	2,288	2,288	2,288	413	413	413	413	413	2,288	413
Total	314,640	322,600	339,188	339,188	339,188	339,188	413	413	413	413	413	339,188	413

### SHEEP.

	Chicago	Kansas City	Omaha	East St. Louis	St. Joseph	Sioux City	Cudahy	Fort Worth	Philadelphia	Indianapolis	Boston	New York and Jersey City	Oklahoma City
	49,014	49,014	56,512	56,512	56,512	56,512	413	413	413	413	413	56,512	413
	18,597	24,982	17,026	17,026	17,026	17,026	413	413	413	413	413	17,026	413
	15,050	28,678	32,977	32,977	32,977	32,977	413	413	413	413	413	32,977	413
	17,668	15,672	15,159	15,159	15,159	15,159	413	413	413	413	413	15,159	413
	14,796	8,919	12,042	12,042	12,042	12,042	413	413	413	413	413	12,042	413
	2,399	1,615	689	689	689	689	413	413	413	413	413	689	413
	601	220	413	413	413	413	413	413	413	413	413	413	413
	2,135	3,843	3,400	3,400	3,400	3,400	413	413	413	413	413	3,400	413
	7,776	6,640	5,826	5,826	5,826	5,826	413	413	413	413	413	5,826	413
	1,946	1,154	1,264	1,264	1,264	1,264	413	413	413	413	413	1,264	413
	6,401	6,592	5,827	5,827	5,827	5,827	413	413	413	413	413	5,827	413
Total	204,317	197,548	200,382	200,382	200,382	200,382	413	413	413	413	413	200,382	413

## NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending Aug. 8, 1925, with comparisons:

	Western dressed meats: Aug. 8.	Prev. week.	Cor. week.
Steers, carcasses	7,308	8,523	7,756
Cows, carcasses	419	808	1,023
Bulls, carcasses	263	163	451
Veals, carcasses	7,012	9,643	8,532
Lambs, carcasses	16,371	19,600	20,602
Mutton, carcasses	3,842	3,617	2,884
Beef cuts, lbs.	168,951	207,465	91,614
Pork cuts, lbs.	665,102	828,592	596,241
Local slaughters:			
Cattle	10,057	8,582	7,866
Calves	14,723	11,458	10,157
Hogs	30,806	31,580	37,079
Sheep	46,973	50,540	46,198

## BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending August 8, 1925, with comparisons:

	Western dressed meats: Aug. 8.	Prev. week.	Cor. week.
Steers, carcasses	2,300	2,239½	2,066
Cows, carcasses	1,400	1,200	1,551
Bulls, carcasses	37	10	42
Veals, carcasses	862	1,054	1,295
Lambs, carcasses	7,482	8,330	10,524
Mutton, carcasses	300	264	506
Pork, lbs.	278,875	247,605	230,968
Local slaughters:			
Cattle	2,012	2,061	1,944
Calves	2,654	2,900	1,523
Hogs	9,051	11,551	13,738
Sheep	6,491	6,640	5,826

## PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Aug. 8, 1925, with comparisons:

August 15, 1925.

## LIVE STOCK MARKETS

### CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)  
Chicago, Aug. 13, 1925.

**CATTLE**—Choice weighty steers raced from \$15.50 a week earlier to \$16.00, stopped temporarily and then went on under the stimulus of broad shipping demand to \$16.10, the highest since October, 1920. Offerings at that price scaled 1192 to 1516 lbs., the market ruling 50c higher not only on choice but on good heavies.

Representing specialties, long yearlings sold up to \$15.90. Grass steers were in liberal supply, the western range contingent comprising about 8,000 head as compared with 4,000 a week earlier and sold fully steady, most western grassers going into killing channels at \$8.50@9.00. Throwouts sold downward to \$6.25 and below to killers, the supply of western grassers at \$7.50@9.00 being liberal. Heavy Montana grass steers in load lots made \$10.50, few head \$11.00.

Most of the fat cow run comprised grassers which sold at \$4.00@6.25, with well-wintered grass cows and fed offerings at \$7.00@9.00 respectively, some heavy grained Kosher cows making more. Choice heavy heifers held up but the light heifer supply was too liberal and sold off in sympathy with the decline on yearling steers.

Having avoided the usual June break, bologna bulls slumped sharply, mostly 50c, heavy bolognas being on a \$4.50@4.75 basis at the close, with light offerings at

\$3.75@4.00. Vealers gained 75c@\$1.00, reaching \$13.50@14.00 levels as the week closed.

**HOGS**—Reduced receipts around the last week-end allowed a bullish turn to swine trade and the top reached \$14.30 on Monday. Slightly increased marketings later and unusually light shipping orders combined to wipe out much of the previous advance, leaving values on levels not far from that of last Thursday, with any price shifting in the way of mild reductions. These losses proved sufficient to drive the \$14.00 hog off the market late in the week. Shipping demand centered on light lights and slaughter pigs, so that these scored 25@40c upturns, which lifted them to top prices of \$13.90 on Thursday.

**SHEEP**—Mild price fluctuations featured the lamb trade during the week, with closing values at the high point for the period. Better grade natives finished mostly 25c above prevailing prices a week ago, and best westerns closed strong. Top during the week reached \$15.50, good to choice 81 lb. rangers bringing that price at the close. Well sorted natives sold upward to \$15.25, with bulk at \$14.75 to 15.00.

Few desirable yearlings were included in the week's receipts. Best of these sold in odd lots upward to \$12.50, and a short supply of Montana rangers went at \$11.50. Aged sheep showed but little price change, choice heavyweight fat ewes selling upward to \$8.00 on most sessions. Heavies were more or less neglected with bulk at \$5.00 downward.

### ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)  
E. St. Louis, Ill., Aug. 13, 1925.

**CATTLE**—Record sales since 1920 on matured steers and long yearlings were the only interesting items in a week of

most ordinary transactions. Compared with a week ago, choice steers sold 25c higher, common and medium cows 25c lower; grass heifers and bologna bulls 50c lower; light vealers 75c higher; other grades and classes steady.

**TOPS**—Matured steers \$15.50; long yearlings \$15.25; mixed yearlings \$12.75; heifers \$12.50. Bulks for week: Native steers \$9.00@12.50; western steers \$6.00@8.60; fat light yearlings and heifers \$11.00@12.50; cows \$4.50@5.50; canners \$2.50@2.85; bologna bulls \$4.00@4.75.

**HOGS**—Hog prices fluctuated violently during the current week, but have not succeeded in getting very far. Market today was about 10@15c lower than last Thursday on light hogs and packing sows and 15@25c lower on medium and heavy butchers.

Although \$14.60 was paid early in the week, today's best price was \$14.00. Light hogs averaging 200 lbs. and down sold largely at \$13.75@13.90 today; 220 lbs. and over \$13.40@13.60; good weight killing pigs around \$13.75; packing sows \$11.75@11.85.

**SHEEP**—Fat lamb values followed a practically steady course all this week the best topping at \$14.75 today, bulk \$14.50@14.75, mostly the latter figure; culs \$9.00. Weighty mutton sheep lost 50c, others remaining unchanged. Good light killing ewes \$7.50; 140 lbs. and over \$5.00. Receipts dropped off sharply.

### KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., Aug. 13, 1925.

**CATTLE**—Beef steer trade for the week ruled very uneven. Excepting for strength shown on the better grades of long grain fed steers and yearlings, the market has been draggy with prices sharply lower. Choice grain fed steers and yearlings closed strong to 15c higher than a week ago and a few plain quality low-

### LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, August 13, 1925, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
TOP	\$13.90	\$13.50	\$13.35	\$14.00	\$13.25
BULK OF SALES	12.40@13.60	12.85@13.45	12.10@13.25	13.49@13.90	11.50@13.00
Hvy. wt. (250-350 lbs.), med-ch.	13.00@13.60	12.75@13.15	12.50@13.10	13.15@13.50	12.00@13.00
Med. wt. (200-250 lbs.), med-ch.	13.20@13.75	13.15@13.80	12.65@13.35	13.39@13.75	12.25@13.25
Lt. wt. (160-200 lbs.), com-ch.	12.25@13.90	13.20@13.50	12.65@13.35	13.40@14.00	12.50@13.25
Lt. lt. (130-160 lbs.), com-ch.	12.00@13.90	13.15@13.60	12.50@13.35	13.25@14.00	12.25@13.25
Packing sows, smooth and rough	11.50@12.35	11.75@12.40	11.50@12.15	11.50@12.00	11.50@12.00
Sight. pkgs (130 lbs. down, med-ch.	13.00@13.90	12.25@13.25	12.25@13.25	12.50@13.75	13.00@13.50
Av. cost and wt., Wed. (pigs excluded)	13.19-261 lb.	13.18-243 lb.	12.53-272 lb.	13.62-228 lb.	.....

**Slaughter Cattle and Calves.**

STEERS (1,500 LBS. UP):	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
Good-ch.	13.25@16.25	11.25@15.25	11.75@15.00	12.50@15.50	.....
STEERS (1,100-1,500 LBS. UP):	14.25@16.10	13.25@15.25	13.35@15.00	13.75@15.50	10.50@12.75
Choice	11.00@14.25	9.75@13.25	10.15@13.35	11.25@13.75	7.75@10.25
Good	8.25@11.00	7.15@10.00	7.50@10.15	7.50@11.25	6.75@10.25
Medium	6.00@ 8.25	4.85@ 7.15	5.00@ 7.50	5.50@ 7.50	5.25@ 6.75
Common					

**STEERS (1,100 LBS. DOWN):**

Choice	14.00@15.90	13.25@15.25	13.15@15.00	13.50@15.50	10.25@12.75
Good	10.25@14.00	9.75@13.25	10.00@13.25	11.25@13.50	6.50@10.25
Medium	7.50@10.25	7.00@ 9.75	7.35@10.00	7.25@11.25	4.50@ 6.80
Common	5.25@ 7.50	4.50@ 7.00	4.75@ 7.35	5.25@ 7.25	3.50@ 4.50
Canner and cutter	4.25@ 5.25	3.00@ 4.50	3.25@ 4.75	4.00@ 5.25	3.00@ 4.25

**LT. YRLG. STEERS AND HEIFERS:**

Good to choice (850 lbs. down)	10.00@15.25	9.75@13.50	10.00@14.50	11.00@13.50	9.50@12.75
HEIFERS:					
Good-choice (850 lbs. up)	7.75@13.50	8.50@11.10	8.35@12.60	7.50@10.25	7.25@10.50
Common-med. (all weights)	4.75@ 9.25	4.00@ 8.85	4.25@ 8.85	4.00@ 7.50	4.00@ 7.25
COWS:					
Good to choice	6.25@10.00	5.25@ 8.75	5.35@ 9.15	5.75@ 8.50	5.00@ 7.50
Common and medium	3.85@ 6.25	3.50@ 5.25	3.65@ 5.35	3.75@ 5.75	3.25@ 5.00
Canner and cutter	2.90@ 3.85	2.05@ 3.50	2.35@ 3.65	2.35@ 3.75	2.50@ 3.25
BULLS:					
Good-ch. (beef yrds. excluded)	5.00@ 6.50	4.50@ 5.25	4.50@ 5.25	4.75@ 5.75	4.25@ 5.75
Good-ch. (1,500 lbs. down)	4.75@ 7.25	4.50@ 6.25	4.50@ 6.00	4.75@ 6.75	4.50@ 6.50
Can.-med. (canner and bologna)	3.00@ 4.75	2.75@ 4.50	3.00@ 4.50	3.00@ 4.75	3.00@ 4.25
CALVES:					
Medium to choice (milk fed exc.)	5.00@ 7.75	4.00@ 8.00	4.50@ 7.75	6.00@ 8.50	4.50@ 8.75
Cull-common	3.50@ 5.00	3.00@ 4.00	3.00@ 4.50	3.50@ 6.00	3.00@ 4.50
VEALERS:					
Medium to choice	11.50@14.00	7.50@11.75	6.50@ 9.00	7.50@12.50	8.00@11.25
Cull-common	5.00@11.50	4.00@ 7.50	4.00@ 6.50	3.50@ 7.50	4.00@ 8.00
SALESTEEN SHEEP and Lambs:					
Lambs, med. to choice (84 lbs. down)	13.75@15.50	13.00@15.00	13.50@15.00	13.00@14.75	12.75@14.75
Lambs, cull-com. (all weights)	11.75@15.75	8.50@13.00	10.75@13.50	9.00@13.00	10.50@12.75
Yearling wethers, medium to choice	9.50@12.75	9.25@12.50	9.25@12.25	9.00@12.50	9.00@12.50
Ewes, common to choice	4.50@ 8.25	4.25@ 7.35	4.25@ 7.25	4.00@ 7.50	4.00@ 8.00
Ewes, canners and cull.	1.50@ 4.50	1.00@ 4.25	1.25@ 4.25	1.00@ 4.00	1.50@ 4.00

### Exclusive Order Buyers

of

just what you want

in

### Cattle or Hogs

Utility Cypher

**Schwartz-**  
**Feaman-Nolan Co.**

Kansas City Stock Yards  
Kansas City Missouri

priced grassers held at steady to weak prices.

Other grades of short fed and grass fat offerings are from 25c@\$1.00 lower; short feds are largely 50@75c off, with spots more and the better grades of grassers show losses of 25@50c. A new top of \$15.25 was scored on a short load of prime yearlings and best matured steers reached \$15.10, averaging 1448 lbs.

Bulk of the long feds cashed from \$12.00 @14.00, while others showing a grain ration brought from \$9.75@12.00. Wintered Kansas steers sold largely from \$9.00@11.00, with straight Kansas grassers at \$7.75@8.75. Most of the southwest grass offerings were taken from \$5.50@7.00, with a few of the more desirable kinds up to \$7.50. Fat she stock sold at steady prices while canners and cutters closed 15@25c higher. Prices on bulls were reduced 25c during the week. Veal calves are 25@50c higher with top at \$11.50. Medium and heavy calves closed dull, 25@50c lower.

**HOGS**—The week's trade in hogs was very uneven, but only slight changes in values were recorded outside of the weightier butcher offerings. Better grades of butchers weighing under 250 lbs. closed at 5@10c lower prices while heavy grades are 15@25c below a week ago. Light lights have been scarce and prices held steady. On today's market best 160 lb. averages sold up to \$13.60, with lights at \$13.50, while best weighty butchers had to go at \$13.10. Packing sows are steady to 10c lower with \$12.00@12.25 taking the bulk.

**SHEEP**—A weaker undertone prevailed on both fat sheep and lambs during the week and prices on all classes worked toward lower levels. Fat lambs are generally 25c lower than last Thursday, with best Colorado offerings selling up to \$15.15. Other western lambs brought from \$14.75@15.00, while the bulk of the native arrivals were taken from \$14.00@14.40. Matured stock suffered declines of 25@50c in most cases. Desirable Colorado ewes that sold at \$7.75 early in the week had to sell at \$7.25 on late sessions. Louisiana wethers sold largely from \$6.75@7.25.

### ST. JOSEPH

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., Aug. 11, 1925.

**CATTLE**.—Cattle receipts for two days this week around 9,500, against 7,797 same days last week. Bulk of receipts were from the west and there was a wide range in quality.

Best fed steers, yearlings and better grades of Western steers held steady, others and butcher stuff weak to 25c lower. No choice to prime fed steers were offered, best here on the yearling order sold at \$14.00, with bulk of fed kinds \$10.00@13.50.

Wintered Kansas steers ranged up to \$11.75, and straight grassers down to \$6.00. Oklahoma steers sold at \$5.75@8.75; mixed yearlings were very scarce, sales ranged \$9.50@13.00.

Most fair to good grassy cows sold \$3.75 @5.50, with fed kinds scarce above \$7.00; canners and cutters largely \$2.50@3.50. Grass heifers most \$4.75@7.00, with fed kinds up to \$11.50.

Bulls steady to weak. Best calves steady, top \$11.00, others 25@50c lower.

**HOGS**.—Hog receipts around 9,200 for two days, compared with 6,491 same period a week ago. Monday's market 15@25c higher, Tuesday's trade mostly 5@10c lower.

Tuesday's top \$13.75 and bulk of sales \$13.25@13.75. Packing sows, \$12.25@12.50.

**SHEEP**.—Sheep receipts about 7,500, and were mostly westerns; lambs 25@50c lower, sheep around 25c lower, feeding lambs fully steady.

Best western lambs Tuesday, \$14.50; natives, \$14.25; feeders, \$14.50.

Fat ewes, \$6.50@7.50; breeders, \$7.00@8.00.

### OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Nebr., Aug. 13, 1925.

**CATTLE**.—Choice grades of fed steers and yearlings were relatively scarce and under the influence of continued broad demand prices advanced 15@25c, other grades including grass steers are mostly steady. Top for the week \$14.85, was paid for 1264 lb. averages. Wyoming grass steers scaling 1273 lbs. realized \$10.50. She stock closed steady to 25c higher, vealers firm; bulls steady to weak.

**HOGS**.—Market very uneven, heavy butchers show net decline of 15@25c, lights and packing grades remaining generally steady with week ago. Bulk all sales Thursday \$12.00@13.25; top \$13.35.

**SHEEP**.—Weakness featured the trade, early in the week under the influence of liberal supplies but recovery was made today with current prices generally steady with week ago. Bulk fat range lambs \$14.75@15.00; natives \$14.25@14.50. Fat sheep unchanged, desirable weight fat ewes now quoted at \$6.50@7.00.

### ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Department of Agriculture.)

So. St. Paul, Minn., Aug. 12, 1925.

**CATTLE**.—Increased country loadings for this and other markets this week brought about uneven downturns in the market for killing classes. Grass fat steers of all descriptions eased off 25@50c since last Wednesday, while the inbetween grades of fat she stock were discounted 25c, other killing classes remaining unchanged for the most part.

Largely a grass steer run; best offerings in the steer line reached \$9.75, but had had some grain in addition to their grazing; strictly grassers stopping at \$9.00 with other well-conditioned load lots on down to \$8.00, bulk selling largely at \$5.50@7.50.

Fat cows and heifers scored mostly at \$4.00@6.50, outstanding quality offerings selling upwards to \$6.50 for cows and \$7.50 for heifers. Canners and cutters bulked at \$2.60@3.25; bologna bulls largely at \$3.75@4.25.

Veal calves are at new peak prices for some months, good lights today bulking at \$11.00@11.25, with choice upwards to \$11.50.

**HOGS**.—Some declines were recorded in the hog house last week. A good share

of this was regained the first two days of this week, but with a 25@40c lower deal today, average values are 25@40c lower for the period.

Bulk of the selected 160 to 190 pound averages turned at the top price, \$13.50 with medium and heavyweight butchers at \$13.25. Mixed hogs were weighed at \$12.00@12.25 mostly.

Packing sows showed less loss for the period, bulk realizing \$11.75, while pigs are unchanged at \$13.65.

**SHEEP**.—All classes in the sheephouse suffered losses of around 50c for the period under review. Bulk of fat lambs cashed today at \$13.25@14.25 with culs out at \$10.50.

Fat ewes were weighed to packers at \$5.00@7.50 for the most part, while a few head of yearlings realized \$12.00@12.25.

### SIOUX CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., August 12, 1925.

**CATTLE**.—The week is bringing plenty of cattle, and the number is beginning to tell in the market. Few best beefeves sold steady today and good stock cattle, both light and heavy, sold at steady prices. But it was a slow deal all day in everything outside of these kinds and late in the day prices were being bid sharply lower.

Taken through the day the market was slow with prices weak to as much as 40c lower. Aside from the one lot at \$15.00, there was nothing here to sell above \$13.25, but there were many good beefeves unsold at a late hour; bulk of medium to good steers \$12.00@13.25, common to medium from \$12.00 down to around \$9.00 for natives, while western pasture cattle rate largely around and under \$7.00, although the better kinds go up to \$8.00 and \$9.00.

Bulk of grass cows, \$4.00@5.50; heifers up to \$7.00.

Receipts 3,000; for the half week, 12,500.

**HOGS**.—Hogs are rolling in quite freely and with 13,000 here for today the market was steady to 10c lower for the bulk with light and medium weight butchers \$13.15@13.35; top, \$13.50; heavy butchers, \$13.00@13.15; good to choice mixed, \$12.50@12.75; packing, \$12.25@12.25.

Good to choice sows, \$12.00@12.25. Feeding sows, \$11.00@11.50.

**SHEEP**.—Sheep were steady to 25c higher, with best lambs selling at \$14.75.

# SATISFACTION

KENNEDD-MURRAY ORGANIZATION

CHICAGO—Kennett, Murray & Co.

CINCINNATI—Kennett, Colina & Co.

DETROIT—Kennett, Murray & Colina

EAST ST. LOUIS—Kennett, Sparks & Co.

INDIANAPOLIS—Kennett, Whiting,

McMurray & Co.

LAFAYETTE—Kennett, Murray & Co.

LOUISVILLE—P. C. Kennett & Son

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OMAHA—Kennett, Murray & Co.

SIOUX CITY—Kennett, Murray & Brown

SIOUX FALLS—Kennett, Murray & Brown

**BUYERS ONLY and WE BUY RIGHT**

August 15, 1925.

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, August 8, 1925, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	7,439	11,000	14,793
Swift & Co.	7,042	8,500	21,165
Morris & Co.	4,870	7,200	6,204
Wilson & Co.	6,834	8,400	6,852
Anglo. Amer. Prov. Co.	1,168	2,900	.....
G. H. Hammond Co.	2,786	3,900	.....
Libby, McNeill & Libby	870	.....	.....
Brennan Packing Co.	5,700	hogs;	Miller & Hart.
Independent Packing Co.	2,800	hogs;	Boyd, Lunham & Co.
Western Packing & Provision Co.	6,600	hogs;	Roberts & Oake.
hogs; others,	15,300	hogs.	5,100

## KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	5,324	2,649	4,316	4,022
Cudahy Pkg. Co.	5,162	2,143	1,302	4,932
Fowler Pkg. Co.	677	12	.....	.....
Morris & Co.	4,153	1,971	3,034	1,879
Swift & Co.	6,234	5,386	4,301	4,830
Wilson & Co.	5,425	1,036	5,179	3,731
Local butchers	834	124	821	3
Total	27,809	15,321	19,043	19,397

## OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	3,849	10,106	6,774
Cudahy Pkg. Co.	5,070	8,532	9,907
Dole Pkg. Co.	920	6,018	.....
Morris & Co.	3,020	4,415	2,461
Swift & Co.	4,847	7,482	8,148
Glassburg M.	17	.....	.....
Hoffman Pkg. Co.	62	.....	.....
Mayerowich & Vall.	63	.....	.....
Mid-West Pkg. Co.	64	.....	.....
Omaha Pkg. Co.	71	.....	.....
John Roth & Sons	9	.....	.....
So. Omaha Pkg. Co.	107	.....	.....
Lincoln Pkg. Co.	382	.....	.....
Nagle Pkg. Co.	250	.....	.....
Sinclair Pkg. Co.	154	.....	.....
Kennett-Murray Co.	4,920	.....	.....
J. W. Murphy	6,624	.....	.....
Other hog buyers, Omaha	10,942	.....	.....
Total	18,925	59,372	27,290

## ST. LOUIS.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	3,581	5,401	4,111
Swift & Co.	3,524	7,437	6,679
Morris & Co.	3,270	4,726	3,018
St. Louis Dressed Beef Co.	609	.....	.....
Independent Pkg. Co.	548	938	.....
East Side Pkg. Co.	1,170	3,861	.....
Hill Pkg. Co.	35	1,154	.....
American Pkg. Co.	217	969	.....
Krey Pkg. Co.	176	375	.....
Sartorius	467	.....	.....
Sieloff	65	968	31
Butchers	21,444	31,935	4,904
Total	34,838	58,221	18,743

## ST. JOSEPH.

	Cattle. Calves.	Hogs.	Sheep.
Swift & Co.	3,885	1,180	7,975
Armour & Co.	2,607	448	4,201
Morris & Co.	2,473	830	3,920
Others	3,388	72	7,008
Total	12,388	2,530	23,105

## SIOUX CITY.

	Cattle. Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,452	454	11,502
Armour & Co.	2,882	324	11,845
Swift & Co.	1,485	216	5,456
Sacks Pkg. Co.	221	27	2
Smith Bros. Pkg. Co.	86	30	25
Local butchers	68	47	2
Order buyers and packer shipments	741	.....	14,393
Total	7,383	1,098	42,225

## OKLAHOMA CITY.

	Cattle. Calves.	Hogs.	Sheep.
Morris & Co.	1,391	702	1,458
Wilson & Co.	2,262	830	1,494
Butchers	100	22	266
Total	3,762	1,644	3,218

## WICHITA.

	Cattle. Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,245	1,072	4,100
Dole Pkg. Co.	311	84	3,764
Local butchers	100	.....	.....
Total	1,722	1,156	7,864

## INDIANAPOLIS.

	Cattle. Calves.	Hogs.	Sheep.
Eastern buyers	2,440	3,804	17,135
Kingan & Co.	1,158	557	14,508
Armour & Co.	204	70	2,006
Indianapolis Abt. Co.	1,032	78	190
Hilgemeyer Bros.	.....	.....	875
Brown Bros.	165	11	.....
Bell Pkg. Co.	136	15	265
Riverside Pkg. Co.	35	1	102
Schneider Pkg. Co.	35	10	258
Meyer Pkg. Co.	90	10	183
Indianapolis Prov. Co.	21	12	210
Art. Wahritz	22	42	.....
Hooiser Abt. Co.	48	.....	26
Others	707	173	91
Total	6,062	4,758	35,756

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	924	209	1,057	1,117
Armour & Co.	506	273	1,584	1,056
Blayne-Murphy	560	74	936	.....
Others	525	148	362	973
Total	2,524	704	3,039	3,146

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	765	2,930	3,846	767
United Dressed Beef Co.	109	.....	.....	411
Swift & Co., Chicago	31	23	122	39
F. C. Gross	70	62	.....	66
Local butchers	238	519	12	.....
Total	1,235	3,534	3,980	1,283

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,256	2,800	10,597	1,837
Hertz Bros.	229	56	.....	.....
Katz Pkg. Co.	1,045	527	.....	.....
Swift & Co.	6,299	4,462	15,290	2,691
Others	557	80	3,200	.....
Total	12,389	8,034	29,096	5,532

## RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending August 8, 1925, with comparisons:

## CATTLE.

	Week ending Aug. 8.	Prev. week.	Cor. week.
Chicago	31,014	26,203	27,806
Kansas City	18,925	19,330	23,115
St. Louis	34,838	33,507	28,252
St. Joseph	12,353	16,531	11,068
Sioux City	7,383	7,769	8,985
Oklahoma City	3,762	4,857	6,709
Indianapolis	6,082	6,459	6,522
Cincinnati	1,595	1,063	1,063
Milwaukee	1,235	1,619	1,619
Wichita	1,722	1,905	1,421
Denver	2,524	3,119	2,405
St. Paul	12,389	10,948	5,822
Total	160,036	160,081	146,078

## HOGS.

	Week ending Aug. 8.	Prev. week.	Cor. week.
Chicago	85,500	85,000	106,300
Kansas City	5,343	14,581	20,095
Omaha	50,372	51,446	63,505
St. Louis	58,221	57,654	49,765
St. Joseph	23,105	28,142	28,418
Sioux City	43,225	46,678	58,711
Oklahoma City	3,218	2,339	2,278
Indianapolis	33,756	33,026	43,035
Cincinnati	9,440	9,773	11,207
Milwaukee	3,980	5,374	5,374
Wichita	7,864	12,698	5,524
Denver	3,099	3,673	3,354
St. Paul	5,532	3,658	4,019
Total	147,815	152,853	148,186

## NEW YORK LIVESTOCK.

Receipts of livestock at New York for week ending Saturday, Aug. 8, are as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,518	9,781	5,195	34,170
New York	826	3,562	13,662	27
Central Union	3,240	1,307	.....	9,053
Total	8,584	14,650	18,857	43,250
Previous week	8,740	11,349	17,403	51,381
Two weeks ago	7,889	11,485	17,263	39,904
Local slaughter	10,900	6,649	27,216	5,913

What losses occur through careless cutting of the hog carcass, and how can they be avoided? Ask THE BLUE BOOK, the Packer's Encyclopedia."

## RECEIPTS AT CENTERS.

SATURDAY, AUGUST 8, 1925.

	Cattle.	H

## HIDE AND SKIN MARKETS

**(SHOE AND LEATHER REPORTER)**

CHICAGO.

**PACKER HIDES**—Quiet. Most killers are sold out for their current productions and will wait before making further offerings. One seller with some material in salt unsold is not ready to make further offerings at this time. The situation displayed a fairly firm front because of the meager stocks. Light stock and cows keep moving well in the face of heavy slaughter, outlets being fairly broad. There is a little inquisitiveness in local small packer hides and some business is said to be contemplated soon. Action is deferred because of high asking prices, sellers demanding 16½c for native all weights and 14½c for branded, whereas last prices were at 16c. Native steers of big packer take-off quoted 17½c paid; Texas 15½c; butts quoted 16c paid; Colorados 15½c; branded cows 14½c; heavy cows last sold at 17c for upholstery outlets and light cows moved to case bag and strap leather makers, also light belting tanners and some patent leather men at 16c; native bulls quoted 13c last paid with a moderate inquiry reported; branded quoted 11@12c; small packer hides 16c nominal.

**COUNTRY HIDES**—The situation in this type of material is rather quiet for the moment. Just at present patent leather tanners have a fair trade while other descriptions of stock remain sluggish. Sales basis for extreme weights is not over 15½c at the moment for best descriptions and about a cent less for weights to 50 lbs. Stock of heavier average is only in meager request. All weight hides in the originating sections are still scarce and quoted unchanged around 13c delivered basis for business. Heavy steers are quiet and nominal at 13c or better; heavy cows 12@12½c for business with the inside more representative of the market; buffs 12½@13c with inside a bid level. Extremes 15@15½c for straight weights in best descriptions and weights 50 lbs. down at 14½@14¾c paid and nominal for best of the current offerings. Branded country hides are steady but quiet around 10½@11c flat and country packers at 12@14c; bulls 9½@10c for country run and country packers at 11½@12c nominal; glue hides 8½@9c paid and asked.

CALFSKINS—A couple of cars of local first salted city calfskins sold at 22c, a new price half a cent under prior business basis. Further offerings are noted at 22c and no movement reported. Included in the calf movement was a car of first salted city kipskins at 20c, a steady level, earlier business having absorbed most all offer-

## **Stocks and Distribution of Hides and Skins**

Stocks of hides and skins for the month of June, 1925, based upon reports received from 4,436 manufacturers and dealers, are reported by the U. S. Department of Commerce as follows:

Cattle, total hides.....	
Domestic—packer hides.....	
Domestic—other than packer hides.....	
Foreign (not including foreign-tanned) hides.....	
Buffalo hides.....	
Cattle and kip, foreign-tanned hides and skins.....	
Calf and kip skins.....	
Horse, colt, ass, and mule:	
Hides.....	
Foalts, whole.....	
Butts, whole.....	
Sheats.....	
Goat and kid skins.....	
Cabretta skins.....	
Sheep and lamb skins.....	
Skivers and fleshers, dozens.....	
Kangaroo and wallaby skins.....	
Deer and elk skins.....	
Pig and hog skins.....	
Pig and hog strips, pounds.....	

ings. Packer calfskins are still priced at 25½c. Resalted skins are quoted around 19@20c for cities and 17½@18½c for countries. Outside city calfskins from first salt have been bringing up to 22c and tanners have been supplying their urgent needs with such stock. Deacons are quoted at \$1.25@1.40; slunks \$1.10. Packer kipskins sold in a clean-up manner at 21@18½@16½c for three sorts. Cities moved at 20c as noted above and market is well cleaned out; countries 16½@18c.

MISCELLANEOUS MARKETS—Dry  
hides are quiet around 20@21c; horse  
hides \$4.75@5.00 for average lots; render-  
ers \$5.25@5.50. Packer woolskins are  
scarce and quiet around \$1.75@2.05 for  
lots; shearlings \$1.50@1.65 last paid for  
qualities. Dry western pelts 30@33c;  
pickled skins \$9.00@9.50 doz.; hogskins  
15@35c.

New York.

**NEW YORK PACKER HIDES**—New business in city slaughter stock is at a standstill, though a basis for operations is believed indicated in the western movement of a couple of days ago. Eastern buyers have been willing to operate within half a cent of the western figures, the usual differential of late but sellers are trying for slightly higher figures in certain selections. Native steers were quietly sold previously at 17c at outside houses. City slaughter natives are held at 17½c. Butts are wanted at 15½c and sellers are willing to book at that figure but wish to include Colorados at 14½c, whereas buyers bid 14c for them. Cows are quiet and unchanged around 15@15½c and some spots held higher; bulls, 12½c paid; some ask 13c.

**OUTSIDE PACKER HIDES—A** steady to strong situation is noted in eastern small packer material, current salting being moved at 15%@16c as to weights and descriptions. Considerable progress is being made in the absorption of August take-off, sellers realizing that values are about on their crest and consumers being in moderate need of material. As a rule material of held for 16c in cows and steers.

COUNTRY HIDES.—Late business involved Louisiana extremes at 12c, also Tennessee 15@50's at 14½c. Northerly southern extremes, 24@45 lbs., are held up to 15½c flat for grub and tick free stock and material up to 50 lbs. is held at 14½@15c with the inside more in keeping with the market and last business. Canadian sellers talk 14½c flat for 25@50's, but business is not reported as

overly brisk. In midwest descriptions of stock, eastern buyers are absorbing limited quantities of material, straight extreme weights up to 15½c and to 50 lbs. at 14½@14¾c selected and f.o.b. Buff weights are steady, mid-western types bringing 12½@13c. Heavy hides, 50 lbs. up, are slow to sell and command nothing over 12c as a rule though efforts to get 12½c are noted right along.

CALFSKINS—Weakness is becoming more concrete in New York calfskins with sales of 5@7 lbs. stock noted at \$1.85, which compared with \$1.87@1.90 recently realized. Most traders feel that this price does not encourage any broadening interest and they look for still lower prices. Medium and heavy skins quoted \$2.60@3.32 $\frac{1}{2}$ , with the outside paid. Outside skins 5@15c discount; untrimmed domestic cities sold down to 22c in the west. Foreign skins are held quite firmly.

## **FOREIGN WET SALTED HIDES—**

A basis for steady operations is noted in frigorifico stock, as prices have been revised downward sufficiently to make them appear attractive. A pack of 4,000 Sansinena steers of standard description sold at \$37.75 or 16½c landed basis. Some earlier business was effected at 16¾c. About 4,500 Sansinena light steers and 2,000 Wilsons, 18 kilos average, made \$35.25 or 15½c; 1,000 Wilson extremes of 16 kilos average made \$38.00, or 17c landed basis. One thousand Wilson cows made \$34.75, or 15 9-16c, being steady with earlier business. Uruguay steers have been quiet of late and while last sales were at 19¾c landed basis, traders feel that prices under 19c will rule on next business.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending August 15, 1925, with comparisons, are as follows:

**PACKER HIDES.**

	Week ending Aug. 15, '25	Week ending Aug. 8, '25	Corresponding week 1924.
Spready native steers	18½@10c	18½@19c	17 @18c
Heavy native steers	@17½c	17½@15c	@16c
Heavy Texas steers	@15½c	@15½c	14½@15c
Heavy butt branded steers	@16c	@16c	14½@15c
Heavy Colorado steers	@14½c	14½@15c	13½@14c
Ex-Light Texas steers	@14½c	@14½c	11½@12c
Branded cows	@14½c	@14½c	11½@12c
Heavy native cows	@17c	@17c	@14½n
Light native cows	@16c	@16c	@14c
Native bulls	@13c	@13c	n/a
Branded bulls	@11½c	@11½c	@9½c
Cafskins	@25½c	25½@26c	@22½c
Kips	@21c	@21c	@19c
Kips, overwt.	@18½c	@18½c	...
Kips, branded	@16½c	@16½c	...
Slunks, regular	@1.10	@1.10	@1.25
Slunks, hairless 50	@60c	50 @60c	50 @60c
Light, Native, Butts, Colorado and Texas steers 10 per lb. less than heavier.			

## CITY AND SMALL PACKERS.

	Week ending Aug. 15, '25	Week ending Aug. 8, '25	Corresponding week 1924.
Natives, all weights . . . .	@16c	@16c	@15n
Bulls, native . . .	@12c	@12c	@11c
Br. str. hds. . . .	@14½c	@14c	@13c
Calfskins . . . .	@23n	@22n	@22c
Kip . . . . . 18	@19n	18 @19n	@16c
Stunks, regular . . .	@1.00	@1.00	@1.15
Stunks, hairless . . .			
No. 1 . . . .	@40c	@40c	@30c

**COUNTRY HIDES**

	COUNTRY HIDES.		
	Week ending Aug. 15, '25	Week ending Aug. 8, '25	Corresponding week 1924
Heavy steers...	13 @ \$13/c	13 @ \$13/c	10 @ 10%
Heavy cows...	12 @ \$12/c	12 @ \$12/c	10 @ 10%
Buf's...	12 1/2 @ \$13/c	12 1/2 @ \$13/c	10 @ 10%
Extremes...	15 @ \$15.50	15 @ \$16/c	12 @ 11%
Bulls...	10 @ \$10/c	10 @ \$10/c	8 @ 8%
Branded hides...	10 @ \$10/c	10 @ \$10/c	8 @ 8%
Calfskins...	17 @ \$18/c	17 @ \$18/c	14 1/2 @ \$15/c
Kip...	15 @ \$16/c	15 @ \$16/c	13 @ \$14/c
Light calf...	\$1.00@1.15	\$1.00@1.15	\$1.00@1.15
Doubtless...	\$1.00@1.05	\$1.00@1.05	\$1.00@1.05
Slunks, regular...	\$0.90@1.00	\$0.90@1.00	\$1.15@1.25
Slunks, hairless...	\$0.30@0.40	\$0.30@0.40	\$0.25@0.30
Horseshides...	\$4.50@5.50	\$4.50@5.50	\$4.00@4.50
Hogskins...	\$0.25@0.30	\$0.25@0.30	\$0.25@0.30

#### **SHEEPSKINS**

SHEEPSKINS.			
Week ending Aug. 15, '25	Week ending Aug. 8, '25	Corresponding week 1924.	
Large packers.....\$1.75@2.05	\$2.00@2.25	\$1.50@1.75	
Small packers.....\$1.75@2.05	\$2.00@2.25	\$1.60@1.80	
Pkrs. shearlings.....\$1.50@1.65	\$1.65@1.75	\$1.10@1.15	
Dry pelts.....\$0.30@0.38	\$0.30@0.48	\$0.25@0.28	

# ICE AND REFRIGERATION

## ICE NOTES.

The cold storage plant of M. N. Alexander & Co. in Lamar, Mo., was recently destroyed by fire with a loss of \$10,000.

Selma Ice and Storage Company plans to erect a new ice storage warehouse in Selma, Calif., at a cost of \$20,000.

The Pacific and Orient Company plans to erect a new \$125,000 cold storage plant in Long Beach, Calif.

Lineville Ice & Oil Company has opened a new ice plant in Lineville, Ala.

Crystal Ice & Cold Storage Company has been incorporated in Sacramento, Calif., with a capital stock of \$300,000. It is planned to erect an ice and cold storage plant in Sacramento.

Plant of the Cloverport Ice Company in Cloverport, Ky., has been sold to the Inter-State Utilities Company, Bowling Green, Ky.

Little River Ice & Cold Storage Company has been incorporated in Little River, Fla., with a capital stock of \$75,000. J. C. Pereno, Miami, Fla., is president.

Biloxi Ice Company has been incorporated in Biloxi, Miss., with a capital stock of \$256,000. The new company will take over the Gulf Ice Company, the Biloxi Artesian Ice Manufacturing Company and the Glasier Refrigerating Corp., according to recent announcement.

Alma Ice Company, Alma, Kans., has been sold to Emil and Arthur Hladky, it was announced recently.

## BETTER OVERFLOW FROM TANK. From Refrigerating World

A surge tank on the roof of our plant acted as a reservoir for various surplus sources of water around the plant which we desired to conserve, for use during periods when there was not sufficient good clean condensate to supply the requirements. On account of our operating conditions it was almost impossible to properly balance the load, which brought the tank into constant use.

During periods of heavy load we found that not only did the tank overflow on occasions, but we found that the overflow pipe with which the tank was fitted did not properly convey away as much water as it should, with the result that on occasions the tank would flow over onto the roof and cause inconvenience.

We had about decided to put in a new and larger overflow line, when it was thought we would try an idea based on giving the water a better chance to get to the overflow. Instead of the old pipe opening into the side of the tank we made a connection through the bottom, with a flared intake at the proper level.

On putting it in service we found that it nicely took care of even our worst load conditions. Doubtless the overflow pipe as originally installed has sufficient carry-away capacity, but because of its location at one side of the tank, and the possibilities for its becoming air bound in the first elbow its effective capacity was greatly reduced, and the new revised layout seemed to prove up on this point.

## REFRIGERATION MEETINGS.

Coming conventions and meetings of interest to ice and refrigerating engineers, etc., are announced as follows:

Refrigerating Machinery Association, Montreal, Canada, October 8, 9 and 10, 1925.

Western Ice Manufacturers' Association, Alladin Hotel, Kansas City, Mo., November 3, 4 and 5, 1925.

National Association of Ice Industries, Biltmore Hotel, Los Angeles, Calif., November 10, 11, 12 and 13, 1925.

New York, Pennsylvania and Ohio Ice Association, Jamestown, N. Y., March 24 and 25, 1926.

National Association of Practical Refrigerating Engineers, Statler Hotel, Detroit, Mich., December 8-12, 1925.

## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending August 6, 1925, with comparisons:

### BUTCHER STEERS.

	1,000-1,200 lbs.	Week ended Aug. 6.	Same week 1924	Week ended July 30.
Toronto	\$ 8.40	\$ 7.40	\$ 8.25	
Montreal (W)	7.75	6.75	7.50	
Montreal (E)	7.75	6.75	7.50	
Winnipeg	6.50	6.25	6.50	
Calgary	.....	5.45	6.50	
Edmonton	5.50	5.25	6.00	

### VEAL CALVES.

Toronto	11.50	9.75	12.00
Montreal (W)	9.00	8.00	8.50
Montreal (E)	9.00	8.00	8.50
Winnipeg	7.00	7.00	8.00
Calgary	.....	5.00	5.75
Edmonton	5.50	4.25	5.50

### SELECT BACON HOGS.

Toronto	15.38	11.00	15.36
Montreal (W)	14.75	10.00	14.50
Montreal (E)	14.75	10.00	14.50
Winnipeg	14.41	9.90	14.30
Calgary	.....	9.62	14.30
Edmonton	14.30	9.25	12.00

### GOOD LAMBS.

Toronto	15.00	15.00	15.75
Montreal (W)	13.25	12.50	14.00
Montreal (E)	13.25	12.50	14.00
Winnipeg	14.00	13.00	13.00
Calgary	.....	13.00	13.00
Edmonton	12.00	12.00	12.00

## Novoid Pure Corkboard

Made of specially selected clean, dry cork granules. No foreign binder used. Every sheet thoroughly baked—no green centers. Edges and centers are square and sharp. Write for booklet.

Cork Import Corp., 345 West 40th St., New York City

## Cold Storage Insulation

All Kinds of Refrigerator Construction

Glenwood Avenue  
West 22nd St.

JOHN R. LIVEZEY

PHILADELPHIA, PA.

## Enclosed Type Refrigerating Machines

- Have 43 years experience built into them.
- Have 12 leading points of superiority.
- Are installed in thousands of successful plants.
- Are described in illustrated "Ice and Frost" bulletins; your copy on request.

**Frick Company**  
WAYNESBORO, PA. U.S.A.  
MACHINERY - EQUIPMENT - SUPPLIES

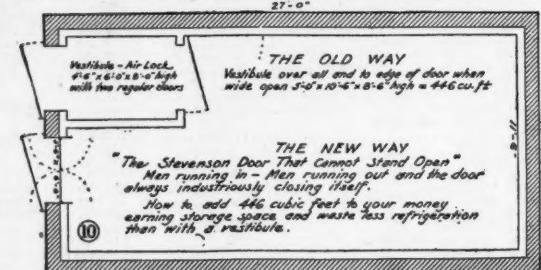
Distributors in all Principal Cities

## SAVE 450

Cut out all costs for construction and operation of vestibule air locks. Our Service Sheets—free on request—show how to do it. Write for them today.

STEVENS CO. COLD  
STORAGE DOOR CO.  
1511 West Fourth St.,  
CHESTER, PENNA.

## cu. ft. of money earning STORAGE SPACE.





Exterior view of the mammoth Wholesale Market & Storage Building built in the Bronx by the City of New York under supervision of Edwin J. O'Malley, Commissioner; Nierenhous Company, Inc., Builders.

## Bronx Municipal Wholesale Market 568 Miles of Crescent (100% Pure) Corkboard

In the April number of ICE & REFRIGERATION we showed an architectural drawing of this remarkable market and stated that we would show photographs of the finished structure in subsequent issues.

As stated in the April issue, we believe this contract broke all previous records—close to 3,000,000 feet B-M of pure corkboard. This is

equivalent to a piece of solid corkboard 12 inches wide, one inch thick, and 568 miles long.

Next month we will show more photographs.

Whether your insulation requirements are small or large, we will be glad to figure on your requirements and make a quotation. We manufacture the corkboard and install it complete, just as was done in this market.

## United Cork Companies of N. Y.

**SELLING OFFICES**  
New York: 50 Church St.  
Chicago: 1151 Eddy St.  
Philadelphia: 1042 Ridge Ave.  
Boston: 503 Munsey Bldg.  
Cleveland: 1200 W. 9th St.  
Pittsburgh: 1331 Penn Ave.

**PLANT**  
Lyndhurst, N. J.

**AGENCIES**  
Seattle Asbestos Factory,  
Seattle, Wash.  
General Equipment Co.,  
Charlotte, N. C.  
Federal Asbestos Co.,  
Milwaukee, Wis.



Interior of one of the huge storage rooms of the Bronx Municipal Market. Wherever corkboard insulation was used, whether in the ceiling, walls, or floors, it was Crescent corkboard.

August 15, 1925.



PROPERLY refrigerated storerooms assure the Packer of prime meats and no spoilage. Protect yourself from spoilage losses by installing YORK MECHANICAL REFRIGERATION. You can depend on a York. Write for list of York users.

**YORK MANUFACTURING COMPANY**  
ICE MAKING AND REFRIGERATING MACHINERY EXCLUSIVELY  
**YORK, PENNSYLVANIA**

## American S&B Instruments

for the promotion of efficiency in the packing, sausage making and allied industries. They cut out guesswork and do away with shrinkage, underdone or overdone and off color products.

Write for Packing House Text Book N-49.

**AMERICAN SCHAEFFER & BUDENBERG CORP.**



**Sawdust**  
Al Kinds  
Hardwood for Smoking  
Softwood for Cooler Floors  
We ship everywhere in carloads or less. Write or wire for our prices before ordering elsewhere. Samples submitted.  
**Frank Miller & Sons**  
3611 Auburn Ave., Chicago, Ill.

### NEW YORK NEWS NOTES.

A. L. Eberhart of Cross, Roy, Eberhart & Harris, Chicago, was a visitor to the city this week.

John A. Hamilton, contract department, Swift & Company, New York, is vacationing at Rye Beach, N. Y.

W. E. Frost, of Swift & Company's central offices, New York, is spending his vacation in New Hampshire.

Miss M. V. Leonard, secretary to W. A. Lynde, manager of Wilson & Company in New York, is taking a two weeks' vacation.

Wm. A. Phillips has been appointed buyer of poultry and game for the House of A. Silz, Inc., in place of Henry D. Faulkner, who has tendered his resignation to resume outside duties.

W. T. Harrington, manager of Swift & Company's Gansevoort Market, is spending a two weeks' vacation in Vermont. Yes, they play golf in Vermont, and Bill will probably win the state championship, having trained at Dunwoody.

The temporary officers of the Master Butchers Laundry, which has been incorporated recently, have resigned. While the association has not endorsed the company, they are requesting their members, to give it their moral support.

J. A. Blaum of Wilson & Company's New York district office, left on Saturday for a two weeks' trip through New England. He will spend a portion of the time at Cape Cod. Mr. Blaum is accompanied by his family.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending August 8, 1925: Meat—Manhattan, 3,718 lbs. Fish—Manhattan, 276 lbs. Poultry and Game—Manhattan, 480 lbs.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending August 1, 1925: Meat—Manhattan, 591 lbs.; Brooklyn, 3 lbs.; Bronx, 105 lbs.; Queens, 1,712 lbs.; total 2,411 lbs. Fish—Brooklyn, 4 lbs. Poultry and Game—Manhattan, 763 lbs.

State President Fred Hirsch is keeping active. He and Rudolph Schumacher, past president of the Bronx Branch, attended the meeting of the Washington Heights Branch of the United Master Butchers of America last Monday evening. Two new members were added to the roll. President Joseph Eschelbacher brought a beautiful silk umbrella back from Omaha, which he presented to Walter Elsass.

Jack Andrews, an employee of long standing in Wilson & Company's Jamaica branch, who has been confined to his home for the last two years due to a paralytic stroke, passed on on August 7th. He was well-known and well-liked by all the old butchers and dealers around the full length of Long Island. He was with the old S. & S. Company, later joining Wilson & Company, being about thirty years with the two companies.

**PATERSON PARCHMENT PAPER CO.**  
PASSAIC, NEW JERSEY



# This LETTER IS TO THE MAN WHO IS WORRIED BY THE *SHERMAN ANTI-TRUST ACT,*

*Jamison Cold Storage Door Co.  
Formerly  
Jones Cold Store Door Co.  
Hagerstown, Maryland, U.S.A.*

Dear Jamison Customers, Inc.,  
U.S.A. and Everywhere.

Gentlemen:

I suppose when the Sherman Anti-Trust Act was first invented, it gave some of the sharpest heads in the country a very legitimate use for cracked ice. But as a matter of fact, I've known of a way to get around, get under and get through this particular legal entanglement for a long time.

Although it was my misfortune not to own a cent's worth of the original Standard Oil Stock, at heart I'm an out-and-out monopolist. And what's more, I'm out to get a monopoly in my own business as fast as I can. In fact, if I had a say in half a dozen businesses, I'd be after six, solid, sterling, guaranteed, rust proof, non-breakable monopolies.

A Monopoly's a great thing. Maybe you'd like to know how I intend to get mine.

Nineteen years ago, when we decided to make cooler doors, we also decided to make better doors than HAD EVER BEEN MADE BEFORE — and then to KEEP RIGHT ON making them that way. And we figured that if we kept on long enough, eventually we would have all the cooler door business to be had. We reasoned that — if we can make Jamison Doors the BEST — why in the world should a man want any other kind?

As I say, that was nineteen years ago — and the fact that we're still in business and have a new factory and satisfied workmen and a fairly decent sort of a reputation among our customers — convinces me that we're on the right track.

I'm a great believer in the old proverb that — "there's nothing like delivering the goods better and delivering better goods". And if I can manage to live long enough, you needn't be at all surprised to find me stepping out in a brand new 22 kt. monopoly — someday.

"Truly yours,

*J.W. Jamison Jr.*  
President.

**Frankly, I  
Don't Have A  
Monopoly~YET**

In nineteen years, a firm ought to show some progress—either that or be on the look out for the sheriff. So I guess I can't be accused of bragging when I admit that there are probably more Jamison Doors sold than all other makes combined and that we recently stopped counting our list of customers after we passed the 17,000 mark. But just the same, I'm not satisfied—and since I seem to be at the end of my rope so far as improving our door is concerned, I propose to devote the next nineteen years to improving our service. Maybe then—we'll have a monopoly.

# Chicago Section

Walter Ray, of P. Burns & Co., Ltd., Vancouver, B. C., made a business trip to the city during the week.

Grant L. Talley and James G. Cownie, of the Jacob Dold Packing Co., Buffalo, N. Y., were in Chicago this week.

Frank Kohrs, secretary and treasurer of the Kohrs Packing Co., Davenport, Ia., paid a brief visit to the city this week.

J. S. McLean, secretary and treasurer of the Harris Abattoir Co., Ltd., Toronto, Canada, came down to Chicago this week.

Myron McMillan, secretary and treasurer of the J. T. McMillan Co., St. Paul, Minn., called on his Chicago friends early this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 44,792 cattle, 11,266 calves, 72,441 hogs and 53,984 sheep.

Asa Davidson, head of the Davidson Commission Company, Chicago, left the city early in the week for a short business trip to the Northwest.

E. J. Focke, of the Wm. Focke's Sons Co., Dayton, Ohio, was a Chicago visitor this week. Here is one of the younger generation that gives hopes for the future of the packing industry.

Donald Dold motored through Chicago this week from Wichita, Kas., on his way to the Buffalo headquarters of the Jacob Dold Packing Co. Donald passed the Ernie Bloss initiation with high honors!

George A. Casey, vice-president and general manager of the Wilmington Provision Co., Wilmington, Del., was in Chicago this week on one of this extremely rare visits to this part of the country.

Prices realized on Swift & Company's sales of carcass beef in Chicago, for the week ending Saturday, August 8, on shipments sold out, ranged from 7.00 cents to 23.00 cents per pound and averaged 13.39 cents per pound.

**Pine & Munnecke Co.**  
Packing House & Cold Storage  
Construction; Cork Insulation &  
Overhead Track Work.  
510 Murphy Bldg. Detroit, Mich. 155 Congress Street

**HENSCHIEN & McLAREN**  
Architects  
1637 Prairie Ave. Chicago, Ill.  
PACKING PLANTS AND COLD STORAGE CONSTRUCTION

**M. P. BURT & COMPANY**  
Engineers & Architects  
Packinghouse and Cold Storage Designing—  
Consultation on Power and Operating Costs,  
Curing, etc. You Profit by Our 25 Years' Experience.  
Lower Construction Cost. Higher efficiency.  
206-7 Falls Bldg., MEMPHIS, TENN.

**PACKERS ARCHITECTURAL & ENGINEERING CO.**  
WILLIAM H. KNEHANS, Chief Engineer  
**ABATTOIR PACKING AND COLD STORAGE PLANTS**  
Manhattan Building, Chicago, Ill.  
Cable Address, Pacarco

Provision shipments from Chicago for the week ending August 8, 1925, with comparisons, are officially reported as follows:

	Last week.	Prev. week.	Cor. week.
Cured meats, lbs....	15,843,000	17,453,000	19,520,000
Fresh meats, lbs....	35,440,000	36,880,000	39,900,000
Lard, lbs.....	6,702,000	5,135,000	13,322,000

## Sentence Sermons

Written for THE NATIONAL PROVISIONER  
by Roy L. Smith.

### THE LESS ONE HAS—

- To hide, the less one fears an inspection.
- To apologize for, the easier it is to work with a light heart.
- To boast about the better it appears to avoid censuring others.
- Of pride in his work the more he is in need of a boss.
- Of genius the more he needs a reputation for reliability.
- Of experience, the easier it seems to be to find fault.
- Of wit, the more he will conceal the fact by listening well.

President Buxton, of the Kentucky Chemical Manufacturing Co., Inc., Covington, Ky., was in Chicago the latter part of the week on business. His company is prominent as one of the producers of grease and meat scraps, and Mr. Buxton reports a very good business, generally speaking.

Charles Dodge, president of the Globe Company, manufacturers of packinghouse equipment, together with his wife is making a pleasure trip through the Canadian Rockies and other points of interest along the route. This is a much-needed rest after the biggest season ever experienced by his company.

## Packing House Products

Oldest Brokers in Our Line

**The Davidson Commission Co.**  
Tallow  
Grease  
Provisions  
Oils  
Carcass Beef—P. S. Lard—Green Pork  
Boneless Beef—Ref. Lard—Cured Pork

Quick Reliable Service Guaranteed  
Eight Phones Postal Telegraph Building  
All Working CHICAGO, ILL.

### FED HOGS AT \$8.40 PROFIT.

Farmers, 125 in number, gathered in Monroe County, Mo., to learn how six feeders of hogs were able to realize \$6.00 to \$8.40 per head profit on an experimental feeding.

The hogs were produced at an average cost of \$7.48 per hundredweight. One feeder's hogs had sweet clover pasture, while the others were fed on bluegrass and white clover pasture. The average of all lots showed a consumption of about 3 lbs. of tankage to each bushel of corn. Corn was figured at \$1.10 per bushel, tankage at \$3.00 per 100 lbs., oil meal at \$2.60 and pasture at ½¢ per head per day.

The feeding experiments were conducted under the supervision of the Missouri College of Agriculture and are reported by J. W. Burch of that institution.

### MORE KRAMER HOG DEHAIRERS.

Armour and Company has purchased from L. A. Kramer a Kramer hog dehairing machine with a capacity of 400 to 500 hogs per hour, for use in their recently acquired plant at Huron, S. D.

Mr. Kramer reports that he has also made the sale of a Kramer hog dehairing machine to the Jacob Dold Packing Co., Wichita, Kans., for their new killing floor; and that the Omaha Packing Co., Chicago, Ill., has added a new section to its hog dehairer.

The Kramer machine is so built that sections can be added from time to time, as the increased killing in a plant demands.

Does it pay to recover sweet pickle after curing? How is it done? What equipment is needed? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

### Two Pickling Vats for Price of One

"Ideal" Storage Vats—for pickling and curing meat  
**United Cooperage Co.,** 1115 Fullerton Ave.  
Chicago, Ill.  
Orders given prompt attention

### C. W. RILEY, Jr.\* BROKER

2109 Union Central Bldg., Cincinnati, O.  
Provisions, Oils, Greases and Tallow  
Offerings Solicited

### H. C. GARDNER F. A. LINDBERG GARDNER & LINDBERG

ENGINEERS  
Mechanical, Electrical, Architectural  
SPECIALTIES, Packing Plants, Cold Storage,  
Manufacturing Plants, Power Installations,  
Investigations  
1134 Marquette Bldg. CHICAGO

### LEON DASHEW

Counselor At Law  
230 Fifth Ave., New York

## Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 509 South Wabash Ave., Chicago, Ill.

## Cured Meat Freight Rates

The following inquiry on freight rates on cured meats comes from a packer in the South. He says:

**Editor The National Provisioner:**

Will you kindly advise us what weights should govern for a basis of freight charges on carload shipments of dry salt and sweet pickled meats, where there is a saltage or drainage allowance made?

You are no doubt familiar with the fact that particularly on Board of Trade weights the saltage allowance of 3% to 5% is usually allowed, and the drainage allowance of 5% is usually allowed.

We receive shipments from some packers that bill the meat according to the net weight, while others bill it according to the gross weight before any allowance is made.

Rates from Chicago to the point in question on D. S. and S. P. meats are governed by Agent F. A. Leland's exception IM I. C. C. No. 1674. These exceptions in item No. 324 provide as follows:

In the case of D. S. meats the gross weight of the meat less the tare allowance will be used in billing, but such tare allowance shall in no case exceed 2 per cent of the gross weight of the meat prior to loading. They will also carry free not to exceed 500 lbs. of salt added during loading.

For S. P. meats the gross weight of the meat less the actual invoice drain will be allowed, but such drain tare allowance shall not exceed 5 per cent of the gross weight.

In no case will the weight of either D. S. or S. P. meats be reduced below the carload minimum.

It should be remembered, also, that whether or not the seller makes an allowance for salt or pickle would always depend upon the conditions of the contract of sale.

## WEST PROVIDES MEAT SUPPLY.

How livestock production is continuing its westward movement, and how the heavily-populated industrial sections of the country to an increasing degree are dependent on the West for their daily meat supply, are indicated in a study of "Regional Trends in the Livestock Industry" which has just been completed by Armour's Livestock Bureau.

"Like other big businesses," it is stated, "the livestock industry is constantly adjusting itself to changes in productive conditions. As material for a study of regional trends in livestock production since 1910, the January 1st estimates on livestock on farms, as published by the U. S. Department of Agriculture, have been selected. The base for calculating changes is the average livestock population for the five years preceding the war (1910 to 1914).

"In the country as a whole this year there are slightly fewer hogs than before the war; but the northwestern dairy belt, the wheat belt and the mountain states have enlarged their swine population to a considerable extent. The corn belt and south Pacific region have about held their position, while the vast area along the Atlantic Ocean and the Gulf of Mexico, from Maine to New Mexico, has fallen

distinctly behind, as have also the north Pacific states.

"The corn belt appears to be the most productive region. It expands its swine business at times, contracts at other times, but the fluctuations are relatively moderate. Hog production constitutes one of the essential items in the corn belt agriculture.

"Beef cattle production has been regularly increasing in the far western regions and also in the wheat and corn belts. More and more pronouncedly, beef cattle raising is being limited to the range country, while dairy cattle are expanding at the expense of beef cattle in the farming sections of the country.

"Sheep raising has, for over a decade been gradually decreasing in this country. For the last three years every section has shown a slight increase, stimulated by the relatively favorable market conditions which have been prevailing for lamb and wool, at a time when the cattle and hog business have been profoundly depressed. Only two regions, however, have more sheep this year than they had before the war, namely the southwest and the wheat belt.

"In all other regions, sheep production has decreased substantially—the light supply being the main reason for the present prosperity of the sheep business."

## PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaua.)

New York, August 13, 1925.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 33@35c; green hams, 8-10 lbs., 27c; 10-12 lbs., 26c; 12-14 lbs., 26c; green picnics, 4-6 lbs., 16@17c; 6-8 lbs., 15½@16c; green clear bellies, 6-8 lbs., 29c; 8-10 lbs., 28c; 10-12 lbs., 28c; 12-14 lbs., 27c; S. P. clear bellies, 6-8 lbs., 26½c; 8-10 lbs., 27c; 10-12 lbs., 26½c; 12-14 lbs., 26c; S. P. hams, 8-10 lbs., 25c; 10-12 lbs., 25c; 12-14 lbs., 24c; 18-20 lbs., 25c; dressed hogs, 21½c; city steam lard, 17½c; compound, 14¾c.

## Daily Market

### Service

The DAILY MARKET SERVICE, established to furnish the trade with authentic daily information of market prices and market transactions, is the latest addition to THE NATIONAL PROVISIONER's trade service.

It includes market prices and transactions on provisions, lard, sausage meats, etc., together with daily hog market information, Board of Trade prices, etc. It covers export markets also.

It is mailed each day at the close of trading, and a handsome leather binder is furnished to subscribers for the purpose of filing the daily reports for ready and permanent reference. Subscribers also are entitled to free telegraphic service (messages collect).

Application for this service may be made to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill. The cost is \$1 per week, or \$48 per year, payable in advance.

## CHICAGO LIVESTOCK.

### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 3.....	20,479	3,053	29,467	25,844
Tues., Aug. 4.....	9,274	2,263	15,743	12,116
Wed., Aug. 5.....	11,983	2,543	18,982	21,625
Thur., Aug. 6.....	9,267	3,021	22,223	21,231
Fri., Aug. 7.....	2,514	843	19,598	12,626
Sat., Aug. 8.....	394	457	2,363	2,343

Total last week.....	53,911	12,180	108,376	95,755
Prev. week.....	47,171	11,559	124,977	62,075
Year ago.....	52,413	10,436	134,436	86,333
Two years ago.....	56,367	13,039	179,024	55,493

### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 3.....	4,103	12	6,022	1,223
Tues., Aug. 4.....	4,249	164	3,631	2,735
Wed., Aug. 5.....	3,635	108	3,426	2,671
Thur., Aug. 6.....	2,367	181	3,190	5,696
Fri., Aug. 7.....	1,274	—	7,034	7,968
Sat., Aug. 8.....	119	10	2,597	2,011

Total last week.....	13,747	475	25,900	22,324
Prev. week.....	12,664	384	32,586	8,369
Year ago.....	14,881	251	37,292	22,573
Two years ago.....	18,422	133	41,407	20,348

Receipts at Chicago Stock Yards thus far this year to August 8, with comparative totals:

1925.....	1,688,809	1,777,633
Calves.....	555,548	506,593
Hogs.....	5,153,856	6,340,672
Sheep.....	2,270,187	2,197,427

Combined weekly hog receipts at eleven markets for week ending August 8, with comparisons:

Week ending August 8.....	430,000	19,391,000
Previous week.....	448,000	
Corresponding week, 1924.....	505,000	24,059,000
Corresponding week, 1923.....	591,000	23,392,000
Corresponding week, 1922.....	456,000	17,644,000
Corresponding week, 1921.....	393,000	18,368,000

Combined receipts at seven markets for the week ending August 8, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending August 8.....	244,000	392,000	299,000
Previous week.....	225,000	380,000	185,000
1924.....	215,000	410,000	218,000
1923.....	225,000	490,000	133,000
1922.....	234,000	345,000	192,000
1921.....	194,000	304,000	221,000

Combined receipts at seven points for 1925 to August 8, 1925, with comparisons:

	Cattle.	Hogs.	Sheep.
1925.....	5,743,000	16,569,000	5,716,000
1924.....	5,788,000	18,889,000	5,876,000
1923.....	5,875,000	19,391,000	5,810,000
1922.....	5,529,000	14,408,000	5,563,000

\*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Average Number weight received lbs.	Prices Top Average.
*Week ending August 8.....	109,000	246 \$14.55 \$13.40
Previous week.....	124,977	242 14.30 13.25
1924.....	134,336	241 10.65 9.50
1923.....	170,024	249 8.15 7.10
1922.....	111,073	254 10.50 8.50
1921.....	122,201	245 11.85 9.75
1920.....	106,368	248 16.35 14.80

Average 1920-1924..... 130,600 247 \$11.50 \$9.35

\*Saturday, August 8, estimated.

### WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.
*Week ending August 8.....	12,150	82,700	75,000
Previous week.....	12,40	13,25	7,25
1924.....	9.90	9.50	6.90
1923.....	10.50	7.10	6.50
1922.....	9.55	8.50	6.25
1921.....	8.70	8.75	4.75
1920.....	14.90	14.80	7.85

Average 1920-1924..... \$10.70 \$ 0.95 \$ 6.45 \$12.30

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending August 8.....	40,300	82,700	75,000
Previous week.....	34,507	92,441	63,700
1924.....	37,532	97,044	63,780
1923.....	37,945	137,557	35,145
1922.....	40,328	85,078	46,462

\*Saturday, August 8, estimated.

Chicago packers' hog slaughters for the week ending August 8, 1925:

	Week.
Armour & Co.....	11,000
Anglo-American.....	2,900
Swift & Co.....	8,900
Hausmann & Co.....	9,000
Morris & Co.....	7,200
Wilson & Co.....	8,400
Boyd-Lunham.....	5,100
Western Packing Co.....	6,900
Roberts & Oakley.....	5,100
Miller & Hart.....	3,200
Independent Packing Co.....	2,600
Brennan Packing Co.....	5,700
Agar Packing Co.....	1,500
Others.....	13,800

Totals..... 85,500

Previous week..... 95,900

Year ago..... 106,300

Two years ago..... 144,600

Three years ago..... 101,500

(For Chicago livestock prices see page 38.)

August 15, 1925.

## Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

### CASH PRICES.

Based on Actual Carlot Trading, Thursday,  
August 13, 1925.

#### Green Meats.

##### Regular Hams—

8-10 lbs. avg.	@23
10-12 lbs. avg.	@22½
12-14 lbs. avg.	@22½
14-16 lbs. avg.	@22½
16-18 lbs. avg.	@20½
18-20 lbs. avg.	@20½

##### Skinned Hams—

14-16 lbs. avg.	@23
16-18 lbs. avg.	@23
18-20 lbs. avg.	@22½
20-22 lbs. avg.	@21
22-24 lbs. avg.	@20

##### Picados—

4-6 lbs. avg.	@15%
6-8 lbs. avg.	@15½
8-10 lbs. avg.	@14½
10-12 lbs. avg.	@14%
12-14 lbs. avg.	@14%

##### Bellies—(Square cut and seedless)

6-8 lbs. avg.	@27%
8-10 lbs. avg.	@27
10-12 lbs. avg.	@26½
12-14 lbs. avg.	@24½
14-16 lbs. avg.	@23½

#### Pickled Meats.

##### Regular Hams—

8-10 lbs. avg.	@23½
10-12 lbs. avg.	22½@23
12-14 lbs. avg.	22½@23
14-16 lbs. avg.	22@22½
16-18 lbs. avg.	22@22½
18-20 lbs. avg.	22@22½

##### Beijing Hams—(house run)

16-18 lbs. avg.	@22½
18-20 lbs. avg.	@22½
20-22 lbs. avg.	@22½

##### Skinned Hams—

14-16 lbs. avg.	@23½
16-18 lbs. avg.	@23½
18-20 lbs. avg.	@23
20-22 lbs. avg.	@23
22-24 lbs. avg.	@22½
24-26 lbs. avg.	@21½
25-30 lbs. avg.	@19

##### Picados—

4-6 lbs. avg.	@15%
6-8 lbs. avg.	@15
8-10 lbs. avg.	@14½
10-12 lbs. avg.	@14%
12-14 lbs. avg.	@14%

##### Bellies—(square cut and seedless)

6-8 lbs. avg.	@27½
8-10 lbs. avg.	@26½
10-12 lbs. avg.	@26
12-14 lbs. avg.	@24
14-16 lbs. avg.	@23

#### Dry Salt Meats.

Extra short clears, 35/45.	@20½
Extra short ribs, 35/45.	@20½
Regular plates, 3-5.	@17½
Clear plates, 4-7.	@16
Jowl butts.	@14½

##### Fat Backs—

8-10 lbs. avg.	@16
10-12 lbs. avg.	@16½
12-14 lbs. avg.	@16
14-16 lbs. avg.	@17½
16-18 lbs. avg.	@18
18-20 lbs. avg.	@18½
20-25 lbs. avg.	@18½

##### Clear Bellies—

14-16 lbs. avg.	@22½
16-18 lbs. avg.	@22½
18-20 lbs. avg.	@22
20-25 lbs. avg.	@22
25-30 lbs. avg.	@21½
30-35 lbs. avg.	@21½
35-40 lbs. avg.	@21½
40-50 lbs. avg.	@21

#### PURE VINEGARS

A. P. CALLAHAN & COMPANY  
2407 SOUTH LA SALLE STREET  
CHICAGO, ILL.

### FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, AUGUST 8, 1925.

LARD—	Open.	High.	Low.	Close.
Sept. ....	17.50	17.55	17.50	17.55
Oct. ....	17.55	17.60	17.55	17.60
<b>CLEAR BELLIES—</b>				
Sept. ....	21.90	21.97½	21.90	21.97½
<b>SHORT RIBS—</b>				
Sept. ....	18.75	18.95	18.75	18.95
Oct. ....	....	....	....	18.65

MONDAY, AUGUST 10, 1925.

LARD—	Open.	High.	Low.	Close.
Sept. ....	17.65-70	17.70	17.60	17.67½
Oct. ....	17.70-75	17.75	17.62½	17.72½
<b>CLEAR BELLIES—</b>				
Sept. ....	....	....	....	22.05b
<b>SHORT RIBS—</b>				
Sept. ....	19.00	19.00	18.95	18.95b
Oct. ....	18.90	18.90	18.85	18.90

TUESDAY, AUGUST 11, 1925.

LARD—	Open.	High.	Low.	Close.
Sept. ....	17.65	17.70	17.37½	17.40
Oct. ....	17.70-77	17.70	17.40	17.45
<b>CLEAR BELLIES—</b>				
Sept. ....	....	....	....	22.10b
<b>SHORT RIBS—</b>				
Sept. ....	18.92½	18.95	18.92½	18.95
Oct. ....	18.70	18.77½	18.70	18.77½ax

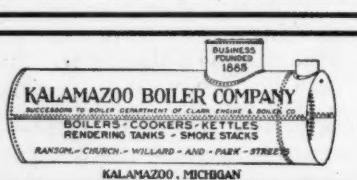
WEDNESDAY, AUG. 12, 1925.

LARD—	Open.	High.	Low.	Close.
Sept. ....	17.35	17.37½	17.22½	17.22½ax
Oct. ....	17.40	17.40	17.25	17.32½
<b>CLEAR BELLIES—</b>				
Sept. ....	....	....	....	22.10
<b>SHORT RIBS—</b>				
Sept. ....	18.95	18.95	18.80	18.80ax
Oct. ....	18.75	18.75	18.75	18.75

FRIDAY, AUGUST 14, 1925.

LARD—	Open.	High.	Low.	Close.
Sept. ....	17.27½	17.30	17.22½	17.27½-30
Oct. ....	17.32½	17.40	17.30	17.30-35ax
<b>CLEAR BELLIES—</b>				
Sept. ....	....	....	....	22.00ax
<b>SHORT RIBS—</b>				
Sept. ....	18.80	18.80	18.80	18.80
Oct. ....	18.55	18.60	18.55	18.60b

H. G. S.  
Packing House White Paint  
Harry G. Sargent Paint Co.  
502 Mass. Ave., INDIANAPOLIS, IND.



### CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, August 13, 1925, with comparisons, were as follows:

	Week ending Aug. 13.	Prev. week.	Cor. week, 1924.
Armour & Co.	7,859	8,274	11,291
Anglo-Amer. Prov. Co.	2,546	2,855	6,935
Swift & Co.	7,756	6,714	13,076
G. H. Hammond Co.	3,397	4,176	7,953
Morris & Co.	6,602	8,010	10,654
Wilson & Co.	7,055	6,946	12,247
Boyd-Lunham & Co.	4,428	4,670	8,740
Western Pkg. & Pro. Co.	5,900	7,150	9,600
Roberts & Oak.	2,326	2,977	6,272
Miller & Hart.	3,115	2,467	3,801
Independent Packing Co.	2,775	2,409	9,760
Brennan Packing Co.	4,894	5,412	6,948
Agar Packing Co.	885	1,147	1,175
Total	59,638	62,207	108,454

### CHICAGO RETAIL FRESH MEATS.

#### Beef.

No. 1.	No. 2.	No. 3.
Rib roast, heavy end	30	25
Rib roast, light end	40	30
Chuck roast	26	20
Steaks, round	50	40
Steaks, sirloin, first cut	50	35
Steaks, porterhouse	55	40
Steaks, flank	28	25
Beef stew, chuck	20	18
Corned briskets, boneless	24	22
Corned plates	16	12
Corned rumps, boneless	25	18

#### Lamb.

Good.	Com.
Hindquarters	45
Legs	50
Stews	12½
Chops, shoulder	24
Chops, rib and loin	60

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## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending	Cor. week
	Aug. 15.	1924.
Prime native steers	18	@23
Good native steers	17	@20
Medium steers	12	@18
Heifers, good	13	@20
Cows	8	@14
Hind quarters, choice	13	@30
Fore quarters, choice	17	@13

## Beef Cuts.

	15	24
Cow Loins	20	@27
Cow Short Loins	24	@19
Cow Loin Ends (hips)	24	@19
Steer Ribs, No. 1	30	@25
Steer Ribs, No. 2	26	@23
Cow Ribs, No. 1	20	@23
Cow Ribs, No. 2	20	@19
Cow Ribs, No. 3	12	@12
Steer Rounds, No. 1	20	@17
Steer Rounds, No. 2	18	@12
Steer Chucks, No. 1	12	@11
Steer Chucks, No. 2	12	@11
Cow Rounds	14½	@15
Cow Chucks	10	@9
Steer Plates	12½	@11½
Medium Plates	9½	@11
Briskets, No. 1	18	@20
Briskets, No. 2	14	@16
Steer Navel Ends	8	@6½
Cow Naval ends	7	@5½
Fore Shanks	6½	@5½
Hind Shanks	6	@5½
Rolls	22	@22
Strip Loins, No. 1, boneless	60	@45
Strip Loins, No. 2	55	@45
Strip Loins, No. 3	45	@45
Sirloin Butts, No. 1	38	@30
Sirloin Butts, No. 2	32	@20
Sirloin Butts, No. 3	18	@18
Beef Tenderloins, No. 1	75	@70
Beef Tenderloins, No. 2	65	@60
Bump Butts	17	@17
Flank Steaks	17	@17
Shoulder Clods	15	@15
Hanging Tenderloins	10	@10

## Beef Products.

	6 @ 8	7 @ 8
Brains, per lb.	7 @ 8	6 @ 6
Hearts	8	6
Tongues	20 @ 30	29 @ 30
Sweetbreads	35	38 @ 42
Ox-Tall, per lb.	5 @ 6	5 @ 8
Fresh Tripe, plain	4 @ 4	4 @ 4
Fresh Tripe, H. C.	6½	6½
Livers	7 @ 12½	8 @ 9½
Kidneys, per lb.	9½ @ 10	8 @ 8

## Veal.

	18 @ 21	20
Choice Carcass	15 @ 19	18
Good Carcass	20 @ 28	28
Good Saddles	6 @ 14	12
Medium Backs	8 @ 12	5 @ 8

## Veal Products.

	9 @ 10	8 @ 9
Brains, each	58 @ 60	52 @ 60
Sweetbreads	30 @ 31	31 @ 32

## Lamb.

	6 @ 27	6 @ 25
Choice Lambs	28	34
Medium Lambs	34	32
Choice Saddles	32	30
Medium Saddles	23	20
Choice Fore	25	22
Medium Fore	23	20
Lamb Fries, per lb.	31	32
Lamb Tongues, each	13	13
Lamb Kidneys, per lb.	25	25

## Mutton.

	10 @ 8	8 @ 7
Heavy Sheep	16	12
Light Sheep	13	12
Heavy Saddles	13	12
Light Saddles	19	18
Heavy Fore	7	8
Light Fore	13	12
Mutton Legs	20	20
Mutton Loins	16	18
Mutton Stew	10	7
Sheep Tongues, each	13	13
Sheep Heads, each	10	10

## Fresh Pork, Etc.

	15 @ 15	15 @ 15
Dressed Hogs	18	23
Pork Loins, 8@10 lbs. avg.	30	23
Leaf Lard	19	15
Tenderloin	50	53
Spare Ribs	14	9
Butts	23	24
Hocks	12	12
Tails	11	7½
Snouts	8½	5
Pigs' Feet	5½	4½
Pigs' Heads	9	5
Blade Bones	13½	7
Cheek Meat	14	10
Skinned Shoulders	17½ 18½	14
Pork Hearts	9	4
Pork Kidneys, per lb.	8	4½
Slip Bones	9	9
Tail Bones	9	9
Back Fat	12	11½
Hams	27	27
Calas	16½ @ 17½	14
Bellies	28	17

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton	80
Country style sausage, fresh in link	22
Country style sausage, fresh in bulk	21
Country style, smoke, smoked	24
Mixed sausage, fresh	16
Frankfurts in sheep casings	16
Frankfurts in pork casings	19
Bologna in beef bungs, choice	16½
Bologna in beef middles, choice	16
Bologna in cloth, paraffined, choice	14½
Liver sausage in hog bungs	20½
Liver sausage in beef rounds	13
Head cheese	14
New England luncheon specialty	27
Liberty luncheon specialty	22
Mincel luncheon specialty	15½
Tongue sausage	24
Blood sausage	18
Polish sausage	16
Souse	16

## DRY SAUSAGE.

Cervelat, choice, in hog bungs	51
Cervelat, new condition, in hog bungs	17
Cervelat, new condition, in beef middles	23
Thuringer Cervelat	22
Farmer	28
Holsteiner	26
R. C. Salami, choice	48
Milano Salami, choice, in hog bungs	48
B. C. Salami, new condition	22
Frises, choice, in hog middles	41
Genoa style Salami	56
Peperoni	38
Mortadella, new condition	21
Capicoll	52
Italian style hams	42
Virginia style hams	42

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds	6.50
Small tins, 2 to crate	6.50
Large tins, 1 to crate	7.50
Frankfurt style sausage in sheep casings	8.00
Small tins, 2 to crate	9.00
Frankfurt style sausage in pork casings	7.00
Small tins, 2 to crate	8.00
Large tins, 1 to crate	8.00

## SAUSAGE MATERIALS.

Regular pork trimmings	15
Special lean pork trimmings	19½ @ 20
Extra lean pork trimmings	21½ @ 22
Neck bone pork trimmings	16½
Pork cheek meat	14 @ 12½
Pork hearts	5
Fancy boneless bull meat (heavy)	8½ @ 9½
Bones, chucks	5½ @ 6
No. 1 beef trimmings	5½ @ 6
Beef hearts	5 @ 5
Dr. can cows, 300 lbs. and up	5½ @ 5½
Dr. cutters, 350 lbs. and up	5 @ 5
Dr. bolonga bulls, 500-700 lbs.	6 @ 6
Beef tripe	3½ @ 3½
Cured pork tongues (can. trm.)	15

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)	
Beef rounds, domestic, 180 sets per tierce, per set	20½
Beef rounds, export, 225 sets per tierce, per set	25
Beef middies, 110 sets per tierce, per set	20½
Beef bungs, No. 1, 400 pieces per tierce, per piece	25
Beef bungs, No. 2, 400 pieces per tierce, per piece	17
Beef weasands, No. 1, per piece	17
Beef weasands, No. 2, per piece	12
Beef bladders, small, per dozen	1.50
Beef bladders, medium, per dozen	1.85
Beef bladders, large, per dozen	1.85
Hog casings, medium, f.o.s., per lb.	1.50
Hog casings, narrow, f.o.s., per lb.	2.00
Hog middies, without cap, per set	17
Hog middies, with cap, per set	19
Hog bungs, export	32
Hog bungs, large, prime	22
Hog bungs, medium	15
Hog bungs, small, prime	10
Hog bungs, narrow	5
Hog stomachs, per piece	7

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	14.00
Honeycomb tripe, 200-lb. bbl.	16.00
Pocket honeycomb tripe, 200 lb. bbl.	16.00
Pork feet, 200-lb. bbl.	53.00
Pork tongues, 200-lb. bbl.	48.00
Lamb tongues, long cut, 200-lb. bbl.	57.00
Hog tongues, short cut, 200-lb. bbl.	57.00

## BARRELED PORK AND BEEF.

Mess pork, regular	30.00
Family back pork, 20 lbs. 35 pieces	59.50
Family back pork, 33 to 45 pieces	59.50
Clear back pork, 40 to 50 pieces	41.50
Clear plate pork, 25 to 35 pieces	35.50
Clear plate pork, 35 to 45 pieces	33.50
Brisket pork	43.50
Beam pork	31.50
Plate beef	21.00
Extra plate beef, 200 lb. bbls.	22.00
Ash pork barrels, black iron hoops	1.50 @ 1.52½
Oak pork barrels, black iron hoops	1.70 @ 1.72½
Ash pork barrels, galv. iron hoops	1.70 @ 1.72½
Red oak lard tierces	2.15 @ 2.17½
White oak lard tierces	2.85 @ 2.40
White oak ham tierces	2.70

## COOPERAGE.

## OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1-lb. cartons, f.o.b. Chicago	26
White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	21
Nut margarine, 1-lb. cartons, f.o.b. Chicago	16
1c per lb. less	16
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago	16½

## DRY SALT MEATS.

Extra short clear	20½
Short Clear middies, 60-lb. avg.	19½
Clear bellies, 14@16 lbs.	22½
Clear bellies, 12@16 lbs.	20½
Clear bellies, 25@30 lbs.	21½
Rib bellies, 20@25 lbs.	21½
Rib bellies, 25@30 lbs.	21½
Fat backs, 10@12 lbs.	18½
Fat backs, 12@14 lbs.	18½
Fat backs, 14@16 lbs.	17½
Regular plates	17½
Butts	14

# Retail Section

## Make Money Year 'Round

### Wise Retailer Will Not Lose Money in Summer Time

In the old days the retail meat dealer felt that he had to take a loss during the summer months. The best he could hope for, he thought, was to "break even" during the hot weather. Then came a frantic scramble to make up his loss in the fall and winter, and show a profit for the year besides.

Why did this condition exist?

**Because the dealer did not follow the wholesale market closely enough with his prices!**

While it is, of course, unwise to change your prices every day, yet any permanent wholesale price change up or down should be followed.

Suppose you raise your prices to keep pace with higher wholesale costs, and your competitor does not. He may take away some of your business temporarily, it is true.

#### Let Him Go on Losing!

But, when wholesale prices drop, and you lower your prices accordingly, he will probably not lower his so that he can make up what he lost before. Then, the chances are you will get back more trade than you lost.

If prices don't drop, he will keep on losing money, and will eventually "go broke."

The big thing is, get a reasonable margin at all times, regardless of what your competitor does. Then you won't have to worry about losing money.

In the following article, written by Roy C. Lindquist, the foolishness of this policy of losing money in summer is pointed out. Ways to avoid this seasonal loss are given, which will interest any live retailer.

#### Why Lose Money in Summer?

By Roy C. Lindquist.

Many meat dealers throughout the country feel that they must lose money during the summer period. Their fathers did it, and their fathers before them, until it has become a sort of tradition.

Naturally, their aim is to make up for these losses during the fall and winter months.

#### Why Not Break Away?

Now, does it not seem almost ridiculous that a meat man should follow a policy leading to such unsteady and uncertain results?

Meat dealers handle a commodity which is a daily necessity, and the demand for which in general is fairly constant over the seasons of the year. A merchant han-

dling an absolute luxury with a fluctuating demand must expect highly profitable and unprofitable periods.

Meat dealers handling wealthy trade may find it necessary to lose money during the summer, because their patrons leave town to a great extent. But the vast majority of dealers find their summer business equal to or only slightly less than winter trade.

At other times also butchers lose money. Such times are when wholesale prices advance sharply, dealers being very slow to raise their prices accordingly.

They figure that in the near future prices will swing back again and they will make up for previous losses. But sometimes prices do not swing back, and such butchers find that they have lost a lot of money.

A very recent and vivid illustration of such a period has been the last five or six months. Many a dealer has been losing heavily during this last Spring.

#### Base Your Prices on the Market.

What is the solution to such unsteady conditions? It is simply this—meat dealers should adopt a policy of operating "with the market" as much as possible.

It means that at all times the retailer should arrange his prices in line with wholesale changes.

In other words, secure a reasonable margin at all times.

It means that the retailer should be as willing and quick to lower prices as to raise them, should wholesale prices justify such action. It is not wise or easy to change prices every day, but wholesale fluctuations of a fairly permanent nature

should be reflected in retail prices as much as possible.

#### How One Retailer Benefited.

Proof that it is practicable and profitable to operate "with the market," the writer has found a-plenty. The experience of Mr. B, a Chicago dealer, will be given here.

Mr. B is a comparatively young dealer, having taken over his father's shop a few years ago. The father had always lost money during the summer and the son, following in his footsteps, did the same.

In April, 1923, Mr. B put in the book-keeping system prepared by the Bureau of Business Research of Northwestern University. He lost money for the next five months.

The following fall and winter, he did not make up for the summer's losses as he had expected. That set him thinking. He decided then and there to operate "with the market."

The following summer he made almost as much money as the preceding winter. He keeps his bookkeeping records in tip-top shape, and besides he makes frequent tests on carcasses.

Thus, new sets of prices can be arranged in a short time. It is an easy matter for him to price his cuts in a scientific manner.

The following table shows the profits and losses of Mr. B's shop for the last three summer periods:

Month	1923	1924	1925
May .....	\$ 3.00L	\$ 89.00	\$84.00
June .....	39.00L	292.00	37.00
July .....	24.00L	134.00	....
Aug. ....	76.00L	54.00	....
Sept. ....	45.00L	155.00	....

Note: "L" indicates loss; other figures stand for profits.

#### Competition Does Not Hinder It.

The objection many dealers would raise to such a policy is that competition would prevent its working out successfully.

No better answer to such an argument could be given than that given the writer by Mr. B. He has as keen competition as the average retail butcher.

Says Mr. B, "If I raise prices and my competitor does not, he may take away some of my trade. But in the fall, when prices should be lower, I'll cut mine and then he'll try to keep his at the same level, hoping to make up for his summer losses.

"Chances are I'll gain more trade than I lost. If prices don't drop, he'll be holding the bag. The more he sells at unprofitable prices the sooner he'll drop out of business."

#### Some of the Advantages.

The main advantages of operating "with the market" are:

(1) Profits will be steadier and more certain.

This needs no further elaboration, as it is brought out fully in the experience of Mr. B.

(2) It is the fairest policy to the consumer.

The consumer will always pay the right price and will not be overcharged at times. Suspicion of being overcharged at

## Retail Cutting Tests

Do you make your own cutting tests, Mr. Retailer?

You are working in the dark if you do not!

The valuable series of articles on cutting tests for the retail meat dealer which ran in THE NATIONAL PROVISIONER has been reprinted into one pamphlet. It makes a handy reference guide to follow in making your cutting tests. Every retailer needs one.

They may be had by subscribers by sending in the attached coupon, together with 5 cents in stamps:

The National Provisioner,  
Old Colony Bldg., Chicago, Ill.  
Please send me copy of reprint on "Cutting Tests for Retailers."

Name .....

Street .....

City .....

Enclosed find 5 cents in stamps.

any time always arouses resentment on the part of the customer, and may cause her to discontinue her patronage. Consumers are willing to pay a price that gives the retailer a fair and reasonable profit.

**(3) The dealer will operate in harmony with all branches of the industry.**

When markets are glutted with some meat products, the dealer who lowers his price in line with the wholesale decline helps to move such products more quickly off the market than otherwise.

On the other hand, when scarcity exists in the supply of some product the dealer who raises his price to conform with the wholesale advance helps to shift the demand of consumers to other products in more plentiful supply.

Thus the retailer assists in an orderly and stabilized flow of meats through the channels from livestock raiser to the consumer.

[In succeeding articles the writer will discuss other problems of the retail meat dealer based upon experiences gained in daily contact with the trade.]

**"T-BONE" CLUB ORGANIZES.**

Basing their plans upon those of the National Association of Retail Grocers, who have what is known as the "Asparagus Club" with 99 life members, and the "Dough Club" of the American Bakers' Association, the National Association of Retail Meat Dealers at their fortieth annual convention in Omaha, Nebr., on Aug. 3 to 6, organized a boosters' group designated as "T-Bone Club," and held their first annual "T-Bone" steak dinner at the Omaha Elks' Club on Wednesday night, August 5, attended by practically the full membership of 99 members.

The officers of this club, created to promote good fellowship in the National Association of Retail Meat Dealers, to boost the annual conventions, to write to each other on their birthdays, and to assist in organization and social activities are: President, George W. Kraus, Philadelphia; Vice-presidents, W. W. Benson, St. Louis, Mo., W. E. Peebles, Miami, Fla., I. M. Ringer, Seattle, Wash., C. Christofferson, Omaha, Neb., George Kramer, New York City, O. O. Lease, Los Angeles, Calif., and Emil Schwartz, Detroit. Secretary, Charles W. Myers, Chicago. Treasurer, H. L. Fortner, St. Louis. Chaplain, A. S. Pickering, Cleveland. O. Chorister, C. G. Deibel, St. Louis, Mo. Advisory Board, W. R. Fry, Perry, Okla.; Emil Priebe, Milwaukee; Bruno Richter, Chicago; J. L. Browne, El Dorado, Kansas; J. A. Kotal, Chicago; Tom Waite, Omaha, Nebr.; William McGonigle, Cleveland, O. Sergeant-at-arms, John Mosier, St. Louis, Mo.

The annual "T-Bone Dinner" was a brilliant event in many respects, and was attended by representative meat dealers from every section of the United States. Addresses were delivered by A. H. Fenske, Minneapolis; C. Christofferson, Omaha; Bruce Maguire, Fort Scott, Kan.; W. E. Peebles, Miami, Fla.; Irving M. Ringer, Seattle, Wash., and John T. Russell, Chicago. The pledge of the club is, first of all to promote the best interests of the National Association of Retail Meat Dealers at all times, to bring together at the annual meetings the greatest possible number of delegates and visitors, to instill the spirit of good fellowship in the highest degree, and assist in all that pertains to the craft.

The unusual impetus given the newly formed club and its enumerated aims and ideals promise a bright and interesting future for its members and the national body as a whole.

**Trade Reforms Suggested**

Reforms and improvements within the retail meat trade, and in relations with other branches of the industry, are recommended by the National Association of Retail Meat Dealers in resolutions adopted at the recent Omaha convention as follows:

**Favor Standard Meat Cuts.**

The Institute of American Meat Packers is urged to call a conference of packers and retailers for the purpose of agreeing on standards for meat cuts, in the hope of securing results as satisfactory to the meat industry—for example—as the Department of Commerce secured for the lumber industry by the establishment of set standards.

If this result cannot be accomplished by the Institute, the Secretary of Agriculture is to be requested to follow the same procedure in the meat industry that



W. M. McGONIGLE

Cleveland, Ohio

Elected President of the National Association of Retail Meat Dealers.

the Secretary of Commerce carried out with the lumber industry.

The net result of such procedure or cooperation is to decrease demands for legislation and to eliminate waste in trade.

**Packers' Trade Practices.**

Resolved, that packers be requested to desist from calling a portion of a shoulder "a ham," on account of the leeway this offers in spurious advertising.

All calves should be trimmed in proper form, no leg or neck flaps being left on.

Wholesalers are requested to remove hangers, cheeks and heart fat from beef before offering for sale.

Whereas, last year a resolution was adopted and unsatisfactory results shown, be it again resolved that the spleen be removed from all sheep, lamb and veal carcasses offered for sale, as it has no food value and only adds an unnecessary expense. One of the large companies has complied with the previous resolution and now removes the spleen from its products.

**Against Misbranding of Meats.**

Every state in the Union is advised to pass a law similar to the Oklahoma law relating to misbranding. In the case of

meats this law states: "If the carcasses of slaughtered animals which are to be sold or offered for sale for human consumption shall be mislabeled or not stamped or marked in plain and legible manner, so as to show the grade or class of the animal on foot as classified by the purchaser at the time of purchase," it shall be deemed mislabeled within the meaning of the law.

**Fair Play for Margarine.**

Whereas, in the past efforts have been made in various states to hinder the manufacture, sale and distribution of oleomargarine, which is made under federal, state and local pure food laws, and is a product of the agriculture of the country; and,

Whereas, the National Association of Retail Grocers at the annual convention at Dubuque, Iowa, June 22, 1925, unanimously adopted resolutions favoring the manufacture, sale and distribution of oleomargarine which the makers of its competing product, known as butter, have used efforts to prevent;

Be it resolved, that the National Association of Retail Meat Dealers endorses the action of the National Association of Retail Grocers, and does most vigorously oppose and condemn the efforts of any one industry to put another out of existence through legislation. The support of the association is pledged in suppressing and preventing any and all such unfair, unsound and un-American legislation.

**Want Light Wines and Beer.**

Resolved, that the convention stands in favor of amending the present prohibition law favoring light wines and beer. This prohibition has been detrimental to the retail meat dealers' business, insofar as it has almost ruined the sale of coarse meats, such as plate, navel and stew meat from beef, lamb and veal, as these were consumed when beer was to be had with the meal.

**Let the Ladies In.**

Resolved, that ladies can be elected delegates from locals, and all secretaries are to be so informed.

**Policies of the Association.**

The following recommendations of the policy committee were adopted:

That a poll of cities be made to ascertain wages paid in different sections of the country:

That all local associations in good standing be delivered a new charter upon receipt of the former charter, without cost to the local association.

That the new charters carry the names of the original charter members, if living.

Membership certificates are to be issued only to the number of members on whom per capita tax has been paid.

The membership certificates shall call to the attention of members that it is their duty to cooperate in every effort to build up the industry and make it of the greatest possible service to the consumer, increase its importance commercially by refraining from all practices that are injurious to the business as a whole, and to bend every effort to perfect economies in the distribution of meat products.

A fitting letter is to be mailed by the secretary of the organization to Miss Ederle, the world famous swimmer, commending her for her sponsorship of meat.

The secretary is directed to cooperate with the National Civil Service Reform League, and to furnish that organization such information as it desires.

Upon official notice being given the executive committee of the death of a national officer, the secretary will always forward a floral piece at a given cost, and

August 15, 1925.

convey suitable expressions of sympathy of the association.

#### The Association Emblem.

The steer head was adopted for universal use on the stationery of the association.

The slogan, "All for one and one for all," was urged upon the memory of every member.

The emblem presented by the director of trade relations of Armour and Company, was recommended to be used on the seal, membership certificates, charters and generally adopted.

## Convention Echoes

(These notes, together with other convention items, should have appeared in last week's issue of THE NATIONAL PROVISIONER. Unfortunately, they were intrusted to Uncle Sam's much-touted over-night air mail, and did not reach Chicago until three days later!)

The Folwell girls are very popular.

Axel Meyer of Omaha has been inside guard for the last sixteen years.

Mrs. J. A. Kotal said she had not had as much fun since she was sixteen.

Mr. and Mrs. J. J. Cameron worked untiringly for the success of the convention.

Mr. and Mrs. LaRose of Detroit look so young they are always taken for bride and groom.

The Cleveland Kleen-Kut meat chopper for butchers was on display in the lobby of the hotel.

Henry Hoffman of Utica, N. Y., was kept busy renewing old and making new acquaintances.

A. S. Pickering is still going strong, and the Cleveland bunch never forget their little song of "O-HI-O."

Mrs. Emil Schwartz of Detroit won't take any credit for herself. She says its Emil who is the singer.

What did the ladies do to Charles Myers in the observation car of the Chicago Special Sunday night?

Louis Bauer of the Bronx can tell so many interesting stories that one forgets everything else and just listens.

A. Rispel of Chicago, in his nice easy-going manner, dispensed smiles and handshakes, increasing his popularity.

Charles Myers of Armour and Company

becomes more popular by the minute. He was here, there and everywhere.

August Wild of Van Wert, O., attended his second national convention in Omaha, and finds them most educational.

John A. Kotal did not care how many were refreshed at Krug Park as long as John T. Russell was paying the bill.

The Dold Packing Company had a display of meats and gave out sandwiches to the delegates all during the convention.

Jacob Herman of Milwaukee is full of business and pep. He comes to the convention for work, and is on the go every minute.

Frank Eckert, known as the watch dog of the Chicago Association, did not miss anything that was going on at the convention.

The Toledo Scale Company had scales in various parts of the lobby of the Hotel Rome. The display was in charge of M. H. Harris.

Bruno Richter entertained nineteen visitors, among whom were some conventionists, at his summer home at Fox Lake over the week end.

Charles Glatz of Rochester believes in doing your shopping early. He started out Monday morning to get the souvenirs for the loved ones.

Mrs. George Kramer had a very difficult time trying to convince the Omaha ladies that New York had anything like their new technical high school.

George W. Kraus of Philadelphia thought Mr. Waterbury's remarks on Tuesday were sufficient to justify the existence of any branch.

Joe L. Browne of Eldorado, Kansas, brought his brand new wife, a bride of a month. Joe knows how to pick them—she is just one sweet little girl.

A clever stunt at the ladies' luncheon on Wednesday was the little cake served with the cream, on which was frosted M. D. C.—Meat Dealers' Convention.

Joseph Eschelbacher of New York received hearty congratulations on the train and in Omaha Monday when it was learned he was celebrating a birthday.

The president of the Chicago Ladies' Auxiliary, Mrs. Charles Kaiser, says it is growing very rapidly, while Mrs. Emily Baitel seems to think there is nothing like it.

At the Omaha station somebody took Fred Muller's suitcase and left another in its place. The strange thing, however, is that Mr. Muller's key fitted the case that was left.

The retailers were dignified in the old "high hat" days but it took the men of the present generation to put the punch in the title R. M. D., signifying Retail Meat Dealers.

C. V. Warfield, who is a member of the Omaha Board of Education, must talk a great deal about the new technical high school, as Mrs. Warfield can talk about it by the hour.

John C. Cutting, formerly of New York and now of Chicago, showed that his interest in cut meats had not waned. He had a wonderful display in the convention hall in a new type refrigerator.

George Kramer of New York was perfectly at home with his topic, "Simplified Bookkeeping." This is one of Mr. Kramer's pets, and he showed the delegates how they did it in New York.

The St. Louis bunch put one over on Michael Kelly, a past national president, on Monday night just because he was good natured. It worked out all right, however, as he had a good night's sleep.

John T. Russell had so many things to say that he became hoarse. Fearing that he would not be heard on Tuesday when he arrived at the meeting he brought the American Legion drum corps of fifty drummers and buglers.

W. L. Santen, chemical engineer, spoke on recent development in curing and smoking salt, and at the conclusion of his talk was asked many questions by the interested listeners, which he answered to the advantage of those who listened.

Mrs. Herman Kirschbaum attended her first convention since the good old days. After the convention Mr. and Mrs. Kirschbaum will continue on their trip, visiting all places of interest on the way to the Pacific Coast and the Grand Canyon. They expect to return to New York about September 5.

Rudolph Schumacher, of dimples renown, was suffering from a cold on Wednesday evening, and bought some medicine to get ready for the last day of the convention, when his friends persuaded him to go to Krug Park. When he returned he was feeling so fine he did not need the medicine.

Charles Schuck of New York tells this



SOME OF THE MEAT DEALERS ATTENDING THE OMAHA CONVENTION.

one about his son when he was a little boy. Mr. Schuck happened to remark in his hearing that their dog was a good watch dog. Later the little lad was seen inspecting the dog very carefully, and when asked the reason, said he was looking for the dog's vest, so he could see the watch.

R. C. Pollock, director of the National Live Stock and Meat Board, was unable to attend in person, owing to a bereavement in the family. The delegates in national convention assembled unanimously moved that a telegram of sympathy and regret be sent to Mr. Pollock, who in the midst of his sorrow had thought of the association.

The York Manufacturing Company of York, Pa., had a machine on display in the lobby of the Hotel Rome. It was one of the York full automatic self-contained refrigerating units suitable for meat markets, restaurants, clubs, etc. The display was in charge of Joe Ward of the York-Allan Division of the York Products Corporation in Omaha.

Mr. and Mrs. Chris Christoffersen, the former the president of the Omaha Retail Meat Dealers' Association and the latter president of the Ladies' Auxiliary, are very proud of their city, as demonstrated by Mrs. Christoffersen when going through the new school and by her husband when he said that while he had admired the beauties of other cities, Omaha was just a little bit better.

National Secretary John A. Kotal has been entertaining since his return to Chicago. Among the visitors were the two contestants for the 1926 convention—George Kraus of Philadelphia and I. W. Ringer of Seattle, Wash.; the newly-

elected president, Wm. M. McGonigle, of Cleveland, O., and the president of the Cleveland association, Charles Kroh. H. H. Deen was another visitor.

Carl M. Fowler, who represented Mr. E. A. Cudahy at the convention, extended Mr. Cudahy's regrets at being unable to attend the convention, due to the opening of their new St. Paul plant. Mr. Fowler explained the problems confronting the packers, and the endeavors of the packers as a whole in conjunction with the Institute of American Meat Packers to encourage the breeding of a better grade of cattle. In conclusion Mr. Fowler extended a cordial invitation to all the meat dealers and their guests to visit the plant of the Cudahy Packing Company on the following day.

Charles W. Myers, Director of Trade Relations, Armour and Company, Chicago, gave a very interesting talk on "Fellowship in Business." Among other things Mr. Myers made the following points: That the convention emphasized the fellowship of mankind; signified the handicap of enmity; the renewing of old friendships and the creating of new ones. It emphasized confidence which inspired incentives, incentive which increased courage, and courage which developed ambition and achievement, the outstanding characteristics of America's men of business.

Quoting from the talk of H. C. Balsiger, secretary of the National Retail Grocers' Association, the following hints seem to be very helpful: Closer co-operation between the retail meat dealers and retail grocers' associations; the unscrupulous merchants a menace; suggestions from people who have no practical knowledge of the trade; incompetency and waste

found in some quarters. Mr. Balsiger stated as his belief that as 61.35 per cent of the retail trade were combination grocery and meat stores, there should naturally be a grouping under the same roof. He brought the message that the National Retail Grocers' Association would co-operate with the National Retail Meat Dealers' Association, but would prefer that the latter take the initiative.

## Tell This to Your Trade!

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

### SERVING FLANK STEAK.

Many people favor the flank steak as being one of the best-flavored parts of the beef carcass. Here is a new recipe for its use, gleaned from the National Live Stock and Meat Board's recipe booklet, Meat, and How I Cook It.

**Flank Steak Pie.**—Cut up a flank steak (or rump steak) into strips 2 inches long and about an inch wide. Stew them with the bone (in the case of the rump) in just enough water to cover them, until partly cooked. Have half a dozen cold boiled potatoes cooked, cold and sliced. Line a baking dish with pie pastry, put in a layer of meat, with salt, pepper and a bit of thinly sliced onion, then a layer of the potatoes, with bits of butter, then the steak, alternated with layers of potatoes, until the dish is full. Add gravy or broth, having first thickened it. Cover with a top crust, making a slit in the middle. Brush a little beaten egg over it, and bake until quite brown.

## BORIC ACID

### A natural ingredient of many fruits and vegetables

The distribution of Boric Acid in Nature is comparatively unlimited. According to Henry Jay:

"The ash of wine contains 4.7 to 16.5 grammes per kilo of Boric Acid, the average being 8 to 10 grammes. The quantity of Boric Acid in the ash of vine leaves is only about 0.7 grammes per kilo."

"The ash of fruits, whether of the flesh or of the stone, is rich in Boric Acid, the proportion of Boric Acid varying between 1.50 and 6.40 grammes per kilo of ash."

"The same can be said of the fucus, plantain leaves, wormwood tops, chrysanthemum flowers, onions, the amount varying from 2.10 grammes to 4.60 grammes per kilo of ash."

Leibrich says that "Boric Acid is not only non-poisonous; it is a normal constituent of many plants."

The above demonstrates that Boric Acid is consumed in eating these fruits and vegetables without injury to the human system.

### PACIFIC COAST BORAX COMPANY

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100 William St.  
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For Sausage Makers  
**BELL'S**  
Patent Parchment Lined  
**SAUSAGE  
BAGS**  
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**SAUSAGE  
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For Samples and Prices, write  
**THE WM. G. BELL CO.**  
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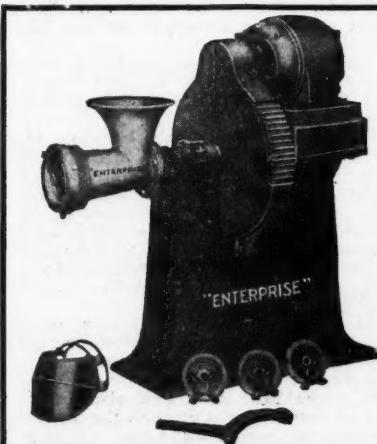
## Here's a chopper that will reduce costs for you

The "Enterprise" No. 1166 chops 6,000 lbs. of beef per hour.

This machine is reducing operating and labor costs and speeding up production in up-to-date plants.

Has 15 h. p. motor for fast cutting.

Four of the famous "Enterprise" knives and plates furnished with each machine (including knife) and plate for cutting fat.



**THE ENTERPRISE MFG. CO., OF PA., Philadelphia, U. S. A.**

The distance from ring to floor is 26½ in. Cylinder furnished with steam jacket, if desired for cutting fat.

It will pay you to get an improved "Enterprise" Chopper.

Send for chopper catalog illustrating and describing the "Enterprise" line. 72 sizes and styles—for every use.

August 15, 1925.

## As In All Other Foods

In meat also, the quality of the ingredients is of first importance. With this in view many leading packers have chosen only Diamond Crystal Salt for curing their meats. Its mild, pure flake dissolves rapidly, penetrates thoroughly, and cures mildly.

We are prepared to prove this to you by a practical demonstration at your plant.

## Diamond Crystal Salt Co.

St. Clair, Mich.

Since 1887, makers of

*"The Salt that's all Salt."*

## A. C. Wicke Mfg. Co.

Reliable Butcher Fixtures and Supplies

*Special attention given to cork and cement refrigerators*

Cold storage installations and complete market equipment

NEW YORK CITY

Salesrooms:  
207 East 43rd St.  
Vanderbilt 5876

Main Office and Factory:  
406 East 102nd St.  
Atwater 6880

Brock Branch:  
774 Brock Ave.  
Melrose 7444

## Thomson & Taylor Company

Recleaned Whole and Ground  
Spices for Meat Packers

CHICAGO, ILLINOIS

### LOCAL AND PERSONAL.

A new meat market has been opened in Colville, Wash., by W. M. Krumwick.

Charles Fillmore has sold his meat market in Marengo, Ill., to Ira Moore and Henry Krantz.

William Hunter has sold a half interest in his meat market in Illiopolis, Ill., to Rolla Shively.

A new meat market has been opened in Toledo, Ill., by Earl G. Woollen.

Carl G. Wolfe has sold his interest in the meat market in St. Paul, Ind., to Burley Evans.

A new meat market has been opened in East Akron, Ohio, by George Imrek.

A new meat market has been opened in Stanley, Ia., by L. V. Babcock and W. H. Stiles.

McClung's Cash & Carry Grocery in Cuero, Texas, has added a meat department.

A new meat market and grocery has been opened in Calhoun City, Miss., by B. W. Harpole.

B. F. Webster has sold his meat market in Mobridge, S. D., to C. H. Runger.

Adolf Kruel has sold his meat market in Horicon, Wis., to Paul Derber.

A new meat market has been opened in Onawa, Ia., by M. L. Belson.

Otto Guse has sold his meat market in Ramona, S. D., to Otto Marth.

Davidson & Gerhard have sold their City Meat Market in Kentland, Ind., to Henry Shank.

Elmer V. Marsh has sold his Cox Meat Market in New Philadelphia, Ohio, to A. D. Leach.

A new meat market has been established at 3807 East New York street, Indianapolis, Ind., by J. F. McKee.

A new meat market has been opened at Scobey, Mont., by James Johnson and Frank Hunter.

A new meat market has been opened at Cathlamet, Wash., by Julius Kanold.

A new meat market has been opened in Eldorado Springs, Mo., by Joseph Odell.

Henry Summer has sold his meat market in Hayden, Colo., to Earl Marvin.

A new meat market has been opened in De Soto, Mo., by H. N. Bredall.

The A. Weber Meat and Provision Company has sold its branch meat market and grocery at 63d street and Brookside boulevard, Kansas City, Mo., to Bacher & Cunningham.

Charles Graves has repurchased the City Meat Market in Cherokee, Ia., from Joseph Oberl, to whom he sold it a few months ago.

A new meat market has been opened in Hopkins, Minn., by E. J. Koblas.

Herman E. Schweitzer has sold his meat market in Chilton, Wis., to Anton Berger.

W. P. Weisbrod & Sons have sold their meat market in Waupaca, Wis., to Charles McLean.

W. L. Tillman has sold his Bearcreek Meat Market in Red Lodge, Mont., to Fred Thomas.

Fred Jacobs has sold an interest in his meat market in Baker, Mont., to E. D. Bunting.

Julius W. Huber has purchased the interest of his partner, William Dunt, in the Ridgeway Meat Market in Decorah, Iowa.

C. A. Johnson has sold his meat business in Spirit Lake, Idaho, to Ed. Revier.

E. N. McCutcheon has purchased the meat business of Nels Holm, Junction City, Ore.

Tom Stevens has disposed of his meat business in Bayard, Neb., to John Groff.

Mark Thompson is arranging to engage in the meat business in Tekamah, Neb.

Mellis Bros. are adding a meat market to their grocery store in Modesto, Calif.

Joe Miller has purchased the interest of his partner, James Crowe, in the Miller & Crowe Meat Market, Paola, Kans.

Carl Gunnerson is engaging in the meat business in Lindsborg, Kans.



## *A pack of sausages!*

JUST as logical as a "bag of peanuts". New units build new sales, and when transparent Cellophane is used for the wrapping, the product can be displayed on open counters without fear of contamination from dirt or dust.

From packing-house to kitchen, Cellophane guards the fresh, clean appearance of meat products. It acts as a wonderful sales stimulant because it adds the sanitary touch to whatever it enfolds. It is absolutely grease-proof.

If you consider establishing a new unit of sale, Cellophane is the wrap that will put it on top of the counter, where it will attract immediate attention.

*Send for samples, or let us show you how your product, wrapped in Cellophane, gains salability*

### DU PONT CELLOPHANE CO., Inc.

#### *Sales Offices:*

40 West 40th Street, New York City

*Plant and Executive Offices: Buffalo, New York*

#### *Canadian Agents:*

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64 Wellington St., W., Toronto, Canada

(Reg. U. S. Pat. Off.)

Cellophane is a new wrapping material—unusual because it's absolutely transparent. It is strong, impervious to grease or dirt, and comes in many colors and embossed patterns.

**DUPONT  
CELLOPHANE**

August 15, 1925.

## NEW YORK MARKET PRICES

### LIVE CATTLE.

Steers, medium	\$10.15@11.25
Cows, canners and cutters	1.50@ 3.25
Bulls, bologna	4.50@ 5.00

### LIVE CALVES.

Calves, veal, prime, per 100 lbs.	@15.00
Calves, veal, fair to good	14.00@14.50
Calves, veal, culis, per 100 lbs.	6.50@ 9.00

### LIVE SHEEP AND LAMBS.

Lambs, prime, per 100 lbs.	@16.50
Lambs, fair to good, per 100 lbs.	14.50@16.00
Ewes, good	@ 6.50

### LIVE HOGS.

Hogs, heavy	14.55@14.85
Hogs, medium	@14.75
Hogs, 100 lbs.	@14.75
Hogs, 140 lbs.	@14.50
Pigs, under 70 pounds	@14.00
Roughs	12.25@12.75

### DRESSED BEEF.

#### CITY DRESSED.

Choice, native, heavy	21 @22
Choice, native, light	21 @22
Native, common to fair	17 @20

#### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	22 @23
Native choice yearlings, 400@600 lbs.	22 @24
Western steers, 600@800 lbs.	16 @18
Texas steers, 400@600 lbs.	12 @14
Good to choice heifers	21 @22
Good to choice cows	13 @15
Common to fair cows	10 @11
Fresh bologna bulls	9 @10

### BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @26	26 @28
No. 2 ribs	21 @23	20 @22
No. 3 ribs	16 @18	16 @18
No. 1 loins	32 @34	38 @42
No. 2 loins	27 @29	33 @37
No. 3 loins	21 @22	28 @32
No. 1 hinds and ribs	20 @30	31 @32
No. 2 hinds and ribs	25 @27	26 @28
No. 3 hinds and ribs	19 @22	16 @20
No. 1 rounds	20 @21	21 @21
No. 2 rounds	16 @16	20 @20
No. 3 rounds	14 @19	19 @19
No. 1 chuck	16 @16	15 @16
No. 2 chuck	13 @14	13 @14
No. 3 chuck	10 @12	11 @12
Bolognas	6 @ 9	9 @ 9½
Rolls, reg., 6@8 lbs. avg.	22 @23	
Rolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@5 lbs. avg.	60 @70	
Tenderloins, 5@6 lbs. avg.	80 @80	
Shoulder clods	10 @11	

### DRESSED CALVES.

Primes	24 @25
Choice	23 @24
Good	20 @22
Medium	16 @20

### DRESSED HOGS.

Hogs, heavy	@20%
Hogs, 180 lbs.	@20%
Hogs, 160 lbs.	@21%
Pigs, 80 lbs.	@21%
Pigs, under 140 lbs.	@21%

### DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	20 @30
Lambs, poor grade	22 @25
Sheep, choice	17 @18
Sheep, medium to good	14 @16
Sheep, culis	12 @13

### SMOKED MEATS.

Hams, 8@10 lbs. avg.	27½@28
Hams, 10@12 lbs. avg.	27 @28
Hams, 12@14 lbs. avg.	27 @28
Picnics, 4@6 lbs. avg.	19 @20
Picnics, 6@8 lbs. avg.	18½@19½
Hollottes, 6@8 lbs. avg.	20 @20½
Beef tongue, light	35 @38
Beef tongue, heavy	38 @40
Bacon, boneless, Western	33 @34
Bacon, boneless, city	30 @31
Pickled bellies, 10@12 lbs. avg.	26 @27

### FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	28 @29
Pork tenderloins, fresh	45 @50
Pork tenderloins, frozen	40 @45
Shoulders, city, 10@12 lbs. avg.	20 @21
Shoulders, Western, 10@12 lbs. avg.	19 @20
Butts, boneless, Western	26 @27
Butts, regular, Western	23 @24
Hams, city, fresh, 8@10 lbs. avg.	28 @29
Hams, Western, fresh, 10@12 lbs. avg.	27 @28
Picnic hams, Western, 6@8 lbs. avg.	18 @19
Pork trimmings, extra lean	23 @24
Pork trimmings, regular 50% lean	17 @18
Spare ribs, fresh	15 @16
Leaf lard, raw	19 @20

### BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 lbs.	90.00@100.00
Flat shin bones, avg. 40 to 45 lbs. per 100 lbs.	@ 70.00
Black hoofs, per ton	40.00@ 50.00
Striped hoofs, per ton	40.00@ 50.00
White hoofs, per ton	@ 85.00
Thigh bones, avg. 88 to 90 lbs. per 100 pieces	@100.00
Horns, avg. 7½ oz. and over, No. 1s	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s	200.00@225.00

### FANCY MEATS.

Fresh steer tongues, untrimmed	@30c	a pound
Fresh steer tongues, L. C. trim'd	@38c	a pound
Calves' heads, scalded	@65c	a piece
Sweatheads, veal	@75c	a pair
Sweatheads, beef	@65c	a pound
Beef kidneys	@18c	a pound
Mutton kidneys	@ 8c	each
Livers, beef	@17c	a pound
Oxtails	@10c	a pound
Hearts, beef	@ 8c	a pound
Beef hanging tenders	@16c	a pair
Lamb fries	@10c	a pair

### BUTCHERS' FAT.

Shop fat	@ 2%
Breast fat	@ 4%
Edible suet	@ 6
Cond. suet	@ 5
Bones	@20

### SPICES.

	Whole.	Ground.
Pepper, Sling., white	30½	33½
Pepper, Sling., black	21½	24½
Pepper, Cayenne	10	17
Pepper, red	—	22
Allspice	11	14
Cinnamon	12	16
Coriander	6	9
Cloves	30	35
Ginger	24	27
Mace	1.10	1.25

### GREEN CALFSKINS.

	Kip.	H. kip.
Prime No. 1 veals.	25 2.80	2.85 3.05
Prime No. 2 veals.	23 2.60	2.60 2.80
Buttermilk No. 1.	22 2.45	2.50 2.70
Buttermilk No. 2.	20 2.25	2.25 2.45
Branded Grub.	17 1.85	1.85 2.05
Number 3.....	At Value	2.80

### CURING MATERIALS.

	Bags
In lots of less than 25 bbls.	Bbls. per lb.
Double refined saltpetre, granulated	6¾c
Double refined saltpetre, small crystal	7¼c
Double refined nitrate soda, granulated	4c
In 25 barrel lots:	
Double refined saltpetre, granulated	6¾c
Double refined saltpetre, small crystal	7c
Double refined nitrate soda, granulated	3¾c
Carload lots:	
Double refined saltpetre, granulated	6¾c
Double refined nitrate soda, granulated	3¾c

### DRESSED POULTRY.

#### FRESH KILLED.

Chickens—fresh—dry packed—12 to box:	
Western, 36 to 42 lbs. to dozen, lb.	27 @28
Western, 31 to 35 lbs. to dozen, lb.	27 @28
Western, 25 to 30 lbs. to dozen, lb.	28 @29
Western, 21 to 24 lbs. to dozen, lb.	30 @33
Western, 17 to 20 lbs. to dozen, lb.	30 @33
Western, 36 to 42 lbs. to dozen, lb.	29 @31
Chickens—fresh—dry packed, milk fed—12 to box:	
Western, 36 to 42 lbs. to dozen, lb.	29 @31
Western, 31 to 35 lbs. to dozen, lb.	29 @30
Western, 25 to 30 lbs. to dozen, lb.	30 @31
Western, 21 to 24 lbs. to dozen, lb.	30 @31

Western, 21 to 24 lbs. to dozen, lb.... @34

Western, 17 to 20 lbs. to dozen, lb.... @34 @35

Fowls—fresh—dry packed—barrels—fair to good:

Western, 6 lbs. and over, lb.... @27

Western, 5 to 5½ lbs., lb.... @27

Western, 4 to 4½ lbs., lb.... @24

Western, 3½ lbs., lb.... @22

Western, 3 lbs. each and under, lb.... @20

Ducks—Long Island, bbls., No. 1, lb.... @23

Squabs—White, 12 lbs. to dozen, per dozen.... @6.00

White, 10 lbs. to dozen, per dozen.... @5.00

Culls, per dozen.... 1.00 @ 1.50

### LIVE POULTRY.

Broilers, leghorn, large, via express.... 28 @20

Turkeys, via express.... 25 @30

Geese, swan, via freight or express.... @10

Pigeons, per pair, via freight or express.... @25

Guineas, per pair, via freight or express.... @25

### EGGS.

Extras, per dozen.... 30 @42

Extra firsts.... 35½ @37½

Firsts.... 32½ @34

Checks.... 27 @29½

### FERTILIZER MATERIALS.

#### BASIS NEW YORK DELIVERY.

##### AMMONIATES.

Ammonium sulphate, bulk, f.o.b. works, per 100 lbs.

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